

CHEMIST & DRUGGIST

The newsweekly for pharmacy

September 7, 1985

a Benn publication

Hayhoe replaces
Clarke as
Health Minister

Wolverhampton
hospitals'
staff problems

List will take
5pc off sales,
say Macarthy's

Chemex preview

C&D meets the
Small Firms
Minister
— as DoTI
replies to
NPA's Astill

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SPECIAL FEATURE



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COMMENT

For the new contract to become operative on October 1 the Regulations must be laid by Monday. There is no suggestion that this will not happen. But Kenneth Clarke, who was so important in pushing them through, often, we are led to believe, against strong internal opposition, has been promoted. In his place comes a man relatively unknown to both pharmacists and the pharmaceutical industry, with nothing in his *curriculum vitae* to suggest any previous knowledge of health matters.

This puts him on a par with Mr Clarke when he took up the post in 1982. And momentous things have happened since then! Mr Clarke has proved a tough Minister, well able to stand up to vested interests. But there is no doubt that the Pharmaceutical Services Negotiating Committee has found him sympathetic. As a PSNC spokesman said this week, community pharmacy has made more progress with him than it has done for a long time. That presumably was because the profession, having decided what it wanted was able to formulate a convincing set of proposals that made sense to an economically minded Health Minister.

What a shame Mr Clarke will not be around to face PSNC in the stage two negotiations on the new contract. It is to be hoped his successor will take up where he has left off, with a similar positive attitudes, and build up the kind of understanding that PSNC had with Mr Clarke. The whole concept behind the contract, of expanding the pharmacist's role in healthcare, could be stillborn if Mr Hayhoe does not recognise the profession's worth.

Mr Clarke's switch was not the only Cabinet

move to affect retail pharmacy. As Mr Hayhoe gets to grips with his task of reducing the number of small businesses in pharmacy, Small Firms Minister David Trippier — interviewed in this issue — is preparing to move his operation from the Department of Trade to Employment.

There, in his new incarnation as a junior Employment Minister, he will work under Lord Young. They have been co-operating for some time already — the "Lifting the Burden" report looked for ways to lessen the load of red tape on Britain's small businessmen.

Lord Young's rapid rise to Employment Secretary, and his continuing fight to persuade our legislators to look closely at the compliance costs of any additional straws they may be considering piling on the camel's back, is a sign of the Prime Minister's faith in his approach to tackling unemployment. "Small is beautiful" seems to be his motto, backed by a firm belief that giant companies can no longer be looked to as major employers of the future.

Mrs Thatcher's political instincts must tell her unemployment is the main area where her Government has to show substantial progress before the next General Election. And her convictions seem to tell her that the only way this can be done is by allowing a thousand entrepreneurial flowers to bloom.

Whatever the reasons for the current interest in their welfare, the UK's small businesses have reason to contemplate the current political landscape with a degree of optimism. And, with two years or so to go until the next General Election, it looks like they can bask in the limelight for a while yet.

Hayhoe moves in as Clarke leaves DHSS

Kenneth Clarke, widely tipped for promotion in Government circles for some time, has left the Department of Health in the Cabinet reshuffle, and is replaced as Minister of Health by Barney Hayhoe, 60, previously Minister of State at the Treasury.

Barney Hayhoe's parliamentary career began in 1970 when he was elected MP for Heston and Isleworth. He won the new constituency of Hounslow, Brentford and Isleworth in 1974, and has held it since.

In May 1979 he was appointed Parliamentary Under Secretary for the Army at the Ministry of Defence. In January 1981 he became Minister of State at the Civil Service Department, moving to the Treasury in 1982.

Mr Hayhoe is a mechanical engineer. He worked on national defence projects in the Ministries of Supply and Aviation from 1944-1963 but resigned to fight Lewisham South at the 1964 general election. He joined the Conservative Research Department in 1965 and was head of its research section.

He served on the party's overseas bureau committee from 1952 to 1973 and was vice-chairman of the Conservative Party International Office from 1973-79.

He was vice-chairman of the Conservative Parliamentary Employment Committee in 1974 and secretary from 1970-71; vice-chairman of the Conservative Group for Europe 1973-76; and a member of the Select Committee on Race Relations and Immigration 1971-73.

Mr John Major replaces John Patten as Under Secretary for Health. Mr Major has been a Government whip since 1983. He was first elected MP for Huntingdon in 1979.

Several major events have taken place

since Mr Clarke arrived at the DHSS in 1982, the two affecting pharmacists the most being the limited list and the new contract. Mr Clarke has always been closely involved with the new contract.



Barney Hayhoe

Pharmaceutical Services Negotiating Committee secretary Steve Axon told *C&D*: "While he was Minister of Health we made more progress than we have done for a long time. He has been a sympathetic Minister. We know very little about Mr Hayhoe."

PSNC support for the list put the profession in a good light with the DHSS at a critical stage in the contract negotiations. PSNC chairman David Sharpe is understood to have built up a rapport with Mr Clarke. PSNC has no formal plans to meet with the new Minister until its November Parliamentary dinner.

At the last such dinner Mr Sharpe thanked Mr Clarke for his "seriousness of purpose" on the new contract, and said the will to reach agreement existed.

Registration to regulate drugs

Patients should register with pharmacists as well as doctors to help reduce the amount of drugs prescribed unnecessarily. Professor Sandy Florence, head of pharmacy at Strathclyde University, told the British Association in Glasgow last week.

Patients would be given more information about the drugs they took, the side-effects they were likely to experience and the time it would take before their condition improved, Professor Florence, also a member of the Committee on Safety of Medicines, said. There had been a 30 per cent reduction in drug prescribing in one town in Holland as a result of close collaboration between a pharmacist with 19,000 patients and ten local doctors.

He attacked the present system where pharmacists' income was dependent on the number of prescriptions dispensed. They should instead receive a fee per patient like doctors, he said.

Doctors and community pharmacists should cooperate more closely in monitoring the adverse affects of drugs, Professor Florence suggested. There was too little collaboration, and pharmacists and nurses could help identify patients suffering from side effects.

Professor Sir Abraham Goldberg, CSM chairman, said that while pharmacists could help recognise adverse reactions, the final responsibility for sending in a yellow card should be with the doctor.

Dr Gerald Jones, senior principal medical officer at the DHSS, said that the system had provided information leading to the withdrawal of several drugs in the past few years. Such withdrawals were not the disasters made out by the media and had created the misleading impression that modern drugs were becoming more dangerous.

Hiccups follow the reshuffle

The Department of Health has been quick to allay fears that the reshuffle will delay the laying of the new contract Regulations. To become operative on October 1 they have to be tabled by Monday to allow for the statutory 21 day examination period.

A department spokesman said that the

Regulations would have to go before the new Health Minister, Barney Hayhoe, but that officials were still aiming for October 1. A Pharmaceutical Services Negotiating Committee spokesman confirmed this was still its understanding of the situation on the Regulations.

Baroness Trumpington, the Health Under Secretary for the Lords, will address the opening session of the British Pharmaceutical Conference in Leeds on Monday, in place of the reshuffled Kenneth Clarke.

Another batch

A further 40 parallel import licences for 30 different branded medicines have been notified in the London Gazette by the Department of Health in the past week.

Aeropax (International) Ltd gets 22, Alan Pharmaceuticals four, Copeairm Ltd three, Munro Wholesale Medical Supplies five, Grange Pharmaceuticals three, Spectrum Marketing two and M&A Pharmachem one.

October vote expected on Scottish contract

Scottish contractors are likely to be asked to vote on the new contract package on October 9.

The Pharmaceutical General Council Standing Committee was meeting on Wednesday to tidy up loose ends. "We are nearly there with the package, and will be holding a meeting in early October," Dr Colin Virden, PGC secretary told *C&D*.

Much of Wednesday's meeting was expected to be spent discussing the operation of the Essential Pharmacy Allowance under the new contract. Dr Virden has made it clear (*C&D* last week) that if Scottish contractors want a topping up system, as adopted by the Pharmaceutical Services Negotiating Committee, the cost will be high because of the higher ratio of essential pharmacies.

PAC recruitment gathers speed

The soon-to-be-renamed Pharmacist Action Committee is pleased with the early response to its recruitment mailshot which went out at the end of last week.

"The letters started to drop last Friday and Saturday," says group publicist Joey Martyn-Martin. "Already we have 30 new members." He believes a response from 1 per cent to 2 per cent will be good, but the real benefit would be to prompt pharmacists to find out more by attending a local meeting.

Further meeting dates have been

The results of the latest remuneration survey are expected in October, which will allow an update of figures currently being quoted in the Press (on-cost 6 per cent, fee 98p for up to 1,300 scripts and 54p thereafter).

"These are conservative figures estimated on what we could pay this year," said Dr Virden. A more accurate figure of what payments will be if the new contract comes in on April 1, 1986 is expected in November of this year.

The major difference in the Scottish guidelines for contract limitation from those in England and Wales is that there will be a national appeals panel. Because of problems with manning pharmacy practice subcommittees in Orkney, Shetland and the Western Isles, nominee pharmacists may be allowed to fill the posts if there are insufficient local contractors.

The contract guidelines were not yet in an agreed form, Dr Virden said, and hoped they would be tidied up on Wednesday.

arranged; in Hampshire next week (see *Coming Events*), Aberdeen, Dundee and Glasgow towards the end of the month, and Belfast on October 1.

PAC plans to announce its new name next week, prior to their appearance at Chemex '85.

□ PAC's Scottish co-ordinator Graeme Park says that Dr Colin Virden, secretary of the Pharmaceutical General Council (Scotland), has failed to explain why essential small pharmacies in England and Wales will get a much better deal from their new contract. He also warns that the Government will next year try to add to the £200-£250,000 savings made this year in Scotland. Mr Park was responding to a letter from Dr Virden in *The Scotsman* (*C&D* last week, p340).

Rural Dispensing Committee and a member of the Pharmaceutical Services Negotiating Committee.

The DHSS was not interested in the proliferation of pharmacies in urban and semi-urban locations. While the new contract would not stop pharmacies opening up near another contractor, the pharmacist members of the pharmacy dispensing subcommittees will be able to apply the "necessary or desirable" criteria, he told Dorset NPA branch.

Disadvantages include the £4m lost from the balance sheet pending payment for new roles in stage 2 and the fact that the two-year compensation period was inadequate. Mr Ross said PSNC would continue to fight for an extension.

Amoxycillin sales to continue

Beecham Group plc has failed in its attempt to obtain an injunction against Generics (UK) Ltd restraining them from selling amoxycillin capsules.

Beecham applied to the High Court on Tuesday, claiming Generics were infringing Amoxil patent no 1,241,844 and seeking the injunction. Managing director Bernard Samuels of Generics (UK) told *C&D*: "We are infringing Beecham's patent, but under the 1977 Patent Act the infringement is purely technical."

The two companies have been trying to negotiate a royalty so that Generics (UK) could manufacture amoxycillin under a licence of right after the 16th birthday of Beecham's Amoxil patent, on August 20. So far, they have failed to fix terms.

Generics have agreed to pay £150,000 into court as security to meet damages resulting from breach of the Beecham patent but say their liability for such infringement is limited to damages.

A recent judgment by the Law Lords on salbutamol says a licence of right can be applied for, and its terms agreed, before the end of the 16-year patent protection period has expired (*C&D*, August 3, p189 and August 10, p227). Mr Samuels says that had that judgment been in existence 12 months ago his company would have had its licence settled by the Controller of Patents and would not have infringed the Beecham patent.

"The law is clear that once royalties are settled then the maximum that Generics (UK) would have to pay is double the royalty. We doubt the court will award claims in excess of royalty," commented Mr Samuels.

Beecham will not be able to obtain injunctions preventing other generics companies purchasing amoxycillin capsules from Generics (UK) or preventing pharmacists purchasing and dispensing the generic product.

UCA cancels conference

The Ulster Chemists Association has had to cancel its October conference because of lack of support from members.

The conference would have been the first the UCA had held for some years and was scheduled for October 5-6 at Newcastle, co Down.

Contract — 'good and bad' news

The closure of 200-300 urban pharmacies in England and Wales following the introduction of the new contract could be offset by the opening up of businesses in semi-urban and rural areas.

The contract is in the best interests of the vast majority of contractors and should bring some financial stability to both existing contractors and perhaps those opening in suburban estates, according to Don Ross, a pharmacy deputy on the

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Wolverhampton hospitals hit by staff shortages

The hospital pharmacy recruitment problem is hitting some districts very hard — Wolverhampton Health Authority advertised for staff pharmacists, basic grade pharmacist and locums last week, and may have to pay over Whitley Council rates for locums.

The situation in the town's hospitals is so bad that the department at one of them is closed at lunchtime and patients are regularly receiving FP10/HPs from out-patient departments. "We have had only one pharmacist at the Royal Hospital for some time now, and we have been supporting that service and the one at the Eye Infirmary from the pharmacist at New Cross Hospital," says Mr A.D. Jacques, district pharmaceutical officer. He says that a ward provision in-patient service is being maintained at the Royal at the expense of the service to out-patients, which is bringing a lot of complaints from the medical staff, who are getting complaints from patients.

The latest advertisement in the

Pharmaceutical Journal has met with some response, but significantly only for the staff posts — there are three; production, quality control and cytotoxic preparation. "The administrators have been very unsympathetic in the main and have said it is management's fault. But in the end we have to work within Whitley Council arrangements," says Mr Jacques.

One problem lies in the Whitley Council rates for locums. The basic grade rate is on a scale of £6,699-£8,438 *pro rata* for a 39 hour week, well down in comparison with retail. It has been suggested that the only way to get locums in the hospital service is to pay "over the odds," and this is being considered in Wolverhampton.

Mr Jacques says his situation reflects everything that is happening nationally. The declining industries of the West Midlands have not helped, and those pharmacists who do come into the area find their way into the more advanced services in Birmingham. "We had an aseptic unit built and available at New Cross from the end of last year at a cost of £160,000 — it's never been used," he says.

☐ A spokesman for Locum Link said they received a number of inquiries about locum rates from district pharmaceutical officers. And some had paid retail rates for locums.

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VICHY

Have you found the entry form for this year's competition among the loose inserts yet? Don't forget the closing date is September 25

Hazards of drugs on beaches

Potentially dangerous drugs are among the hazards to be found on Britain's beaches, according to a report published this week.

The report, from the Keep Britain Tidy Group, contains the results of a national survey into the hazardous materials washed up on beaches between September 1982 and August 1983. The most dangerous of the 254 suspected hazardous packages found were four drums of ether and a container of acetaldehyde. Some "dysentery tablets" were found in Kimmeridge Bay, Dorset, and "could have been dangerous if mistaken for sweets by a child." During July 1984 several hundred capsules containing an analgesic without any packaging were washed on to some holiday bathing beaches at Poole during one of the busiest holiday weekends.

The aim of the report is to provide evidence of the need for international agreement to prohibit dumping of ships' waste at sea and to prove controls governing the accidental or deliberate loss overboard of dangerous materials. The report calls for regulations preventing disposal of partly used pharmaceuticals at sea. *Keep Britain Tidy Group Marine Litter Research Programme Stage VI, report by Trevor and Tim Dixon (£6). Bostel House, 37 West Street, Brighton.*

Nizoral Data Sheet revised

Janssen have reached agreement with the Department of Health over the revised wording of a Data Sheet for Nizoral.

In January, the Committee on Safety of Medicines advised doctors on the use of ketoconazole following 82 reports of hepatotoxicity, up to November 1984. The new Data Sheet says: "Since it cannot be excluded that patients with pre-existing liver disease may be at greater risk of developing hepatic damage, ketoconazole treatment is contraindicated in these patients. In such patients, liver function tests should be performed and ketoconazole not used if significant anomalies are observed."

The company says the risk of hepatitis may increase in relation to the duration of treatment, and if therapy is continued for more than 14 days the benefits must be weighed against possible risks. A new "warnings" section, explains that asymptomatic elevations of serum transaminase can occur during treatment, representing early evidence of

hepatotoxicity. Patients should be monitored with serum transaminase determinations after the first two weeks, at four weeks and then at monthly intervals. If progressive elevation occurs or the patient develops symptoms of hepatitis, treatment should be stopped immediately. Monitoring should continue for up to 2 months.

The hepatic damage is usually reversible, but fatalities have been reported, usually following the continuance of treatment despite development of hepatitis symptoms.

Other changes include a recommended dose for the elderly of 200mg daily, although in chronic vaginal candidosis the normal adult dose — 200mg twice daily for five days — can be used. Among the indications, Nizoral can be used for serious chronic mucocutaneous candidosis, serious mycoses of the gastrointestinal tract culturally determined dermatophyte infections of the skin and finger nails and chronic vaginal candidosis only when not responsive to other therapy. Nizoral is now indicated for pityriasis versicolor.

Janssen have also produced a booklet on Nizoral for doctors answering questions raised following the CSM's letter.

1985 Kodak Award

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Nashua Photo Products,
Paignton

Marlowe Colour
Laboratory, Canterbury

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The tremendously high standards set during the first two months of the photofinishing season were maintained in June when three more laboratories won the Kodak Silver Award for Quality. Our congratulations to them.

Furthermore, not only did four laboratories enter the Table of Merit for the first time this year, but Colourcare International, Neath, and T. Litster of Peebles who won Silver Awards in May achieved the Kodak Point Standard for the third successive month. Our very best wishes to them as they now strive for the highest accolade in the photofinishing industry, the Kodak Gold Award.



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TABLE OF MERIT, JUNE 1985.

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Marlowe Colour Laboratory,
Canterbury
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Colourcare International, Downton
Colourcare International, Neath
Snappy One Hour Photo Ltd, Newport
T. Litster, Peebles
Colorama Processing Labs Ltd, London



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NI campaign for the jab

The NI Department of Health's new publicity campaign to encourage immunisation against whooping cough will be launched in the Autumn — an epidemic is expected towards the end of this year.

The campaign will be co-ordinated by the Health Education Council and will include leaflets, posters and advertising on television. The Department also announced that Health and Social Services Boards were being asked to draw up programmes to increase the uptake of immunisation against whooping cough, measles, rubella, diphtheria, tetanus and polio. There has been a steady increase in children being immunised but uptake rates are still unacceptably low.

Twenty take GX

Gx Ltd say that over 20 wholesalers throughout the UK are stocking their Gx range. There have been no further talks with Unichem, Vestric and Macarthy's who have refused to stock the products, but there was a good response from GPs during the first days of the launch this week, a spokesman told *C&D*.

Vets' ordering

The Medicines (Veterinary Drugs) (Prescription Only) Order 1985 (SI 1985 No 1288, HMSO £4.20), coming into effect on October 1, replaces a similar Order made in 1983.

The new Order specifies the veterinary drugs that may be sold or supplied only on a prescription from a veterinary surgeon or practitioner, and the circumstances in which these drugs are exempt. It requires the prescription to be signed in ink by the vet and to be written in ink or be otherwise indelible and carry the following particulars: the address of the vet; the date; whether it is given by a surgeon or practitioner; the name and address of the person to whom the POM is to be delivered; and a declaration that the medicine is for an animal or herd under his care.

The script should not be dispensed after six months from the date it was signed, unless it is repeatable when it may not be dispensed for the first time after that period. A repeatable prescription that does not specify the number of repeats should not be dispensed more than twice.

Food for thought and business

A while ago I wrote saying my business carried a good enough spread of vitamins to satisfy any deficiency likely to be encountered in society, and by inference suggested I did not want to increase my range. Looking back, I see I also said I would have to do a proper survey...sometime.

As a result I have had letters from two companies aiming to help. The first from Larkhall Labs (you see it does pay to write to me...) enclosing a booklet called "The Good Nutrients Guide," which is well worth reading. The second letter, from Modern Health Products, is somewhat more astringent. It says: "It seems a pity that you, and so many other chemists, seem to think that health foods are synonymous with vitamins." I think they have a point there, and after tasting the jar of Vecon which they sent me free, gratis, and for nothing, I have no option but to recommend it to you. It's delicious.

Having said my thanks for the letters, let me also point out that chemists tend to stock products which are introduced to them and supported by good representatives and promotions. The manufacturers of health foods have to do more than post mail shots or take stands at trade shows to introduce their products. What's more, I think they have not realised the potential of offering pharmacists well set up deals or even of joining forces with other manufacturers to give a good spread of products.

The pharmacist is not a curtain-draped hippie or a disillusioned member of the intelligensia out to make a protest about the allegedly adulterated foods and drugs of this world. Being surprisingly rational and down to earth, he would welcome a properly supported range of food supplements. The problem is where to draw the line between vitamins and foods? I don't want to see myself becoming a specialist grocer, in addition to all the other activities which comprise today's retail pharmacy.

Financing our future

When I started in business "on my own account," as they used to say, I bought an existing pharmacy, because I could see no obvious site to open from scratch. There were other reasons. It meant I would have

immediate income, I had records of sales to go on and so could confidently go to the wholesalers to ask for credit. But, better still, I *knew* I could run it a darn sight better, reckoning that with modernisation and my training I would double the turnover in a couple of years. (You will appreciate I was a modest young man twenty years ago.)

All went according to plan, for a while. Doctors moved, leapfroggers leaped, drug stores opened, etc, etc. I just survived. With the coming control of entry to the NHS contract my survival will be more likely, while the value of what I have will ensure a decent goodwill when I come to retire. I am pleased to see practically all wholesalers are setting up formal plans to help finance prospective proprietor.

With the profits currently being made by people like Unichem I would have thought, as a co-operative, it would be very much in their interest to use some of their accumulated capital to buy pharmacies outright. They could then finance into them, at interest *considerably* lower than the bank rate, individual pharmacists who could show a reasonable risk factor. Wholesalers have much to lose in not seeing clearly where their own futures lie. For what it is worth, I received six month's interest-free credit when I bought my shop, but went on to place the bulk of my business with that wholesaler for 15 years, even though I cleared the loan within twelve months.

Succoured

You will have read the letter last week from John W. Welch Ltd, concerning my moans about Toddli-pops. I'm glad to learn they have taken positive steps to correct the packaging so that the hygroscopic qualities inherent in the base material cause no further problems. Also, they have arranged credit, via Pharmagen, for those of us who came "unstuck" — if that is the right way to put it. When the rep calls again I'll take another look at them...

Generics

The Editor of the *PJ* thinks it is a good thing Glaxo are to introduce their new dearer generics of "top quality." It's clear he doesn't work in retail pharmacy. By implication he is saying the highly competitively priced products made by Evans, in a manufacturing plant run by Glaxo, are of unreliable quality or varying bioavailability. Since the Gx product probably comes from the same factory, why should Gx generics be of better quality than those labelled "Evans".

Chemist & Druggist 7 September 1985

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Resolve to kill hangovers?

Beecham Proprietary Medicines are launching Resolve, a GSL medicine containing paracetamol and antacids as a better solution to the "morning after" feeling.

Resolve yellow granules are sachet-packed in 5s (£0.94) and 10s (£1.39) and, dissolved in 150-200ml of cold water make a clear, effervescent drink. Each sachet contains paracetamol 500mg, anhydrous citric acid, 1185mg, sodium bicarbonate 808mg, potassium bicarbonate 715mg, sodium carbonate 153mg and vitamin C 200mg, in a glucose base. Dosage for adults and children over 16 years is one sachet four-hourly when required — no more than six sachets to be taken in 24 hours. Packs are marked "Not to be given to children under 16 years."

The dual action formula will relieve the two main symptoms of over indulgence, Beecham say. "Paracetamol is the analgesic many doctors prefer to quickly relieve a headache while being gentle on the stomach. The antacids will settle an upset or queasy stomach. It is perfect for a



dry, unpleasant-tasting pallet."

The launch is to be backed by £750,000 worth of television advertising starting with a concentrated burst between mid-November and Christmas. Peter Glynn-Jones, general manager sales and marketing says: "The market has seen very little innovation in the last few years and has been totally unsupported by advertising. Resolve has been formulated specifically to meet known consumer requirements and will be supported by extensive advertising."

No figures are available for the "hangover market" but the upset stomachs sector is worth £10m, say Beecham Proprietary Medicines, Beecham House, Great West Road, Brentford, Middlesex TW8 9BD.

Home medicare tries new areas

The leading home medicines markets, having shown recovery from the recession, are fairly saturated, with most households holding a stock of them. These include analgesics, cold products, cough remedies, adhesive dressings and stomach remedies, according to a report by Market Assessment.

While these staple products hold their value well there is often little scope for sustained volume growth, the report says. So manufacturers have tried to develop new specialist sectors, often with success. These include vitamin preparations, travel sickness remedies, sports injury/ache products and insect repellants.

Despite medical opinion that most people do not need vitamin supplements, volume sales have expanded by 150 per cent since 1978, with multivitamins taking 27 per cent of market value. The market has been created by marketers and health food supporters. Continued volume growth is likely though at a slower rate, the report predicts. Market penetration is still low compared with other Western nations.

From a small base volume sales of

travel sickness remedies products have increased by 200 per cent since 1980 because of greater mobility and awareness of the products.

Repackaging into specialist kits is being increasingly adopted, the report says. Sports kits are already widely available, and with an ageing population and increasing sports usage, aerosol products in particular seem set for growth.

Bite and burn remedies and insect repellants are both small specialist markets showing volume growth. Increased usage of the former will generally be at the expense of general antiseptics. Product Group Report 811 on Home Medicare, £165. From Market Assessment Publications, 2 Duncan Terrace, London.

Get a grip!

Stafford-Miller are running a free offer for consumers on packs of Dentu-creme, super Poligrip and Super Wernets from October 7.

By sending in three coupons from the packs, customers have a choice of two books: *Angling in Colour* — worth £4.50, or *Creative Embroidery* — worth £4.95.

POS material is available. Stafford-Miller Ltd, Stafford-Miller House, The Common, Hatfield, Herts.

National push for Benylin

Warner-Lambert are going national with their television advertising campaign for Benylin following a successful test in London and Yorkshire.

The campaign will run throughout the Autumn and Winter on both ITV and Channel 4 with a £2m spend over 12 months. It starts on September 16 with a preview for pharmacists on Channel 4 at 7.20pm on September 12.

Benylin's test campaign began in April immediately following the introduction of the limited list. Warner-Lambert say it resulted in an 80 per cent increase in sales, giving Benylin a 40 per cent share. The 30-second commercial encourages consumers to visit the pharmacy and, says the company, will reach 90 per cent of pharmacy customers. The campaign will be supported with a range of selling aids available through representatives. Warner-Lambert Health Care, Mitchell House, Southampton Road, Eastleigh, Hants SO5 5RY.

Cussons back Pearl with £1½m

Cussons are putting £1½m behind a television campaign for the Pearl white and oyster pink soap.

Starting in September and running for six weeks nationally, the advertisement retains the lagoonside theme used in 1984.

The campaign is designed to "put pressure on the growing female beauty sector of the soap market", say Cussons (UK) Ltd, Kersal Vale, Manchester M7 0GL.



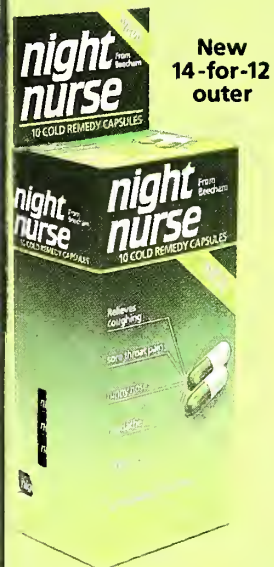
Parismit have introduced a merchandiser unit for packs of the Easy Flossing combined floss and toothpick (£1.19). At £8.40 trade, the unit holds six cream and six green packets. Parismit & Co Ltd, 200A High Road, Wood Green, London N22 4HH

Now, twice the profit opportunity.



Now Night Nurse,
comes in capsules too.

£600,000 ON TV



Remember what capsules did for Day Nurse
doubled sales.

**Celebrating
35 years
of head lice control**



Britain's outstanding head lice treatments now stand out even more.

Britain's leading head lice treatments deserve maximum prominence behind the counter.

So we've given them eye-catching new packaging and in-store merchandising to help them sell right off your shelves for maximum profitability.

The whole PRIODERM and CARYLDERM INSECTICIDE RANGE now sports this bright new style, including two new developments, FAMILY TREATMENT KITS and new formula CARYLDERM SHAMPOO.

A brand new approach to family head lice control, family treatment kits are specially designed to boost

sales. They include a nit comb, plus advice and instructions on the benefits of the total 2-hour kill of lice and eggs.

And to help you get the message across, there's also a colourful counter leaflet that educates and informs on family infestation.

It's part of the FREE merchandising pack that's available if you contact us now. And part of our commitment to effective head lice control through you the pharmacist.



PRIODERM®

LOTION, SHAMPOO AND FAMILY
TREATMENT KIT

CARYLDERM®

LOTION, SHAMPOO AND FAMILY
TREATMENT KIT



Further information is available from:
Napp Laboratories, The Science Park, Cambridge CB4 4BH Member of the Napp Pharmaceutical Group

® Prioderm and Carylderm are registered trade marks © Napp Laboratories Limited 1985
Prioderm Lotion and Shampoo contain Malathion Carylderm Lotion and Shampoo contain Carbaryl

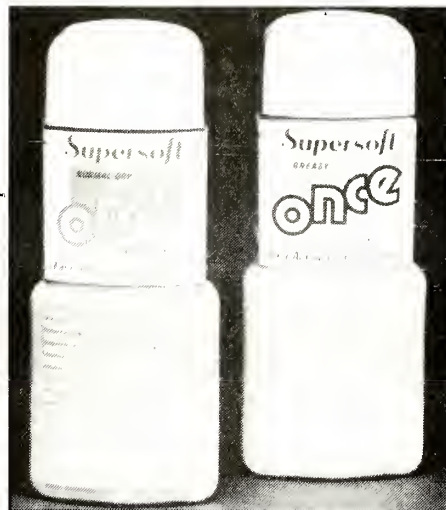
Supersoft Once now twice

Reckitt & Colman have launched Supersoft Once "fast acting for frequent use" conditioner to compliment the existing shampoo. The product will be supported with a £3.5m television national campaign through-out September.

It comes in two variants for normal/dry and greasy and two sizes 125ml (£0.75ml) and 250ml (£1.15).

The conditioner can be used as often as is needed without causing excess build up or greasiness and is fast acting so it can be rinsed from the hair immediately, says the company.

"The £54m conditioner market has



grown by 25 per cent over the last two years largely due to increased frequency of use. Twenty one per cent of users condition three to four times a week or more and this rises to 37 per cent in the 16-24 age group", says product group manager, Joan Lambert. *Reckitt & Colman Products Ltd, pharmaceutical division, Dansom Lane, Hull HU8 7DS.*

Shirty offers

T-shirts for the L'Oréal Studio Line range will be available as free offers with two or three purchases during September. This will coincide with national television advertising on Channel 4. *Golden Ltd, 30 Kensington Church Street, London W8.*



Christy are mounting a promotion on their tubed face packs, to run while stocks last. Starting in October, the tubes will be flashed with an introductory offer price of £0.89 (normal rrp £1.09), say *Thomas Christy Ltd, North Lane, Aldershot, Hants.*

Xmas gifts from Braun...

Braun Electric are introducing a limited edition gift pack in October aimed at the Christmas market.

The elegance twin contains a Silencio 1200 dryer in dusty blue, and a Lady Braun battery shaver in matching colour (£19.95).

"This is the first time we have gone into the gift pack market," says product

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manager Bryony Moore. *Braun Electric (UK) Ltd, Dolphin Estate, Windmill Road, Sunbury-on-Thames, Middlesex.*

...and from Marbert Man

The Marbert Man Christmas gift collection from Classic Sales combines after shave with bath and shower gel and talc in travel wallets ranging from £11.50 (after shave and gel) to £16.45 (after shave, gel and talc). Christmas editions are available of the after shave (200ml, £17.95) and eau de cologne (200ml, £22.95).

A bronze travel pack contains Portos after shave and bath and shower gel for £14.45. *Classic Sales Ltd, Warton House, 150 High Street, London E15 2NE.*

Bencard display

Bencard are offering new point of sale material for Orovite 7 and Orovite.

This includes showcards, aerial mobiles, window display sets, window edge tape, opening adviser and shelf edgers. *Bencard, Great West Road, Brentford, Middlesex TW8 9BE.*

Nailoid news

Richards & Appleby are currently offering Nailoid polish remover at £0.69 — 10p off the usual price. Their soap-in-a-bag product has been repacked in a clear polythene pack (£0.79) containing seven 75g soaps. *Richards & Appleby Ltd, Gerrard Place, East Gillibrands, Skelmersdale, Lancs WN8 9SU.*

September's classic winners

Unichem's current classic winners promotion runs until September 30. Selected lines will feature window bills and shelf talkers.

Products comprise:

Day Nurse, Night Nurse, L'Oréal Freestyle, Harmony hairspray, Kotex Simplicity, Lem Sip, Marigold gloves, Nurofen and new Nurofen perspex display unit, Oil of Ulay, Night of Ulay, Radox herbal bath, Radox salts, Tampax, Vidal Sassoon original salon formula shampoo, remoustuner conditioner and finishing rinse, Wilkinson double edge blades.

Members' offers are available on the following:

Aapri moisturising lotion, cream, washcream and facial cream, All Clear shampoo, Anbesol, Angiers junior aspirin, Anne French cleansing milk, Atrix cream, tin, tub and lotion, Baby Wet Ones, Ballet toilet tissues, Beecham Hot Lemon cold remedy, Belle Blonde, Belle Colour, Biactol, Alberto Body 'N Shine no rinse mousse conditioner, Bristows shampoo, Camay soap twin pack bath, Clearasil lotion, milk, soap, stick, tinted cream and varnishing cream, Compound W, Contact 400, Dextrosol singles and doubles, Discover 2, Elastoplast pre-cuts Airstrip, clear and fabric and Elastoplast strips fabric and washproof, Erasmic sticks and Superfoam, Freezone, Glow 5 tube, Imperial Leather Dry deodorant spray and roll-on, Alberto Jojoba conditioner, shampoo and treatment wax, Lanacane, Libra 10s, Loving Care, Macleans toothpaste, Meggazon, Milupa infant foods, drinks, junior foods and solid rusks, Naturelle setting gel, Nivea toilet soap, bath soap, talc and shower gel, Owbridges cough syrup, Palmolive soap twin, Pampers carry cartons, Pears shampoo, Poly Papillon, Pro Plus, Procol 8s, Promise press-on towels, Rinsed pastilles and gel, Sensodyne toothpaste, Silvikrin Toners and Shaders, Shine-on spray hair conditioner, mousse conditioner, setting gel, Simple moisturising lotion, tonic, cleansing lotion, night cream, hand and body lotion, cold cream, frequent shampoo and soap, Sine Off, Slender low calorie soups twin sachet, Slender Slim Choc twin sachet, Studio Line fixing spray, styling gel, fixing gel, Stute diabetic preserves, Super Softies, Supersoft hairspray, Topex lotion and cream, Tri-ac lotion, Ultrabrite, VOS Crystal Clear hairspray and styling gel, Vaseline Gentle Care shampoo, Vykmun, Wella Blonde Colour Confidence and hair streaking kit, Zest soap, Radox moist foam bath, liquid soap, shower cream and Showerfresh.

Sundries available include:

Dylon Dyes, Unichem feeding bottle, teats standard flow, bottle brush, soothers, Wisdom toothbrushes, Oral B30 toothbrushes, Reach toothbrushes, Unichem face cloths, Lady Jayne spinner stand and wall stand, Jordan toothbrushes and six dozen (twin pack) merchandiser, Sheffield Snippers by Surmanco, baby safety scissors, nail plier clippers and loofah glove by Bodycare.

Own brand offers available:

baby powder, nappy cleaner, cleansing puffs, mansize tissues, children's diarrhoea mixture, kaolin and morphine mix BP, witch hazel BPC, petroleum jelly, cleansing roll, baby wipes, family talc, olive oil.

Unichem Ltd, Unichem House, Cox Lane, Chessington, Surrey.

Natural answer to migraine

Booker Health are launching Lomigran for migraine, under their recently acquired Potter & Clarke label. Containing 25mg of feverfew extract, Lomigran comes in gelatine capsules, available in blister packs of 60 (£2.99). A dosage of two tablets per day is recommended. *Booker Health Products, Heathways House, 45 Station Approach, West Byfleet.*

Robitussin now sugar-free plus three

A.H. Robins are introducing three new Robitussin variants and the whole range now has a sugar-free formulation. A £750,000 national television campaign will support the launches.

For dry coughs, Robitussin cough



soother contains dextromethorphan 7.5mg in 5ml (100ml, £1.49) and junior cough soother containing dextromethorphan 3.75mg in 5ml (100ml, £1.39). Andrew Adyvean senior product manager explains the rationale: "None of them cause

drowsiness. And with single entity products there is less chance of drug interactions so they should be easier to recommend. We are also the first manufacturer that has come up with a sugar-free formula."

Robitussin plus is aimed at the expectorant/decongestant sector. It contains 100mg guaiphenesin and 30mg of pseudoephedrine in 5ml (100ml £1.40). Original Robitussin completes the line-up, now reformulated sugar-free.

The two-phase television campaign starts at the end of September. Phase one, running to December has a ten-second commercial featuring Robitussin original formula. Phase two, in January and February, combines the first commercial with a 30-second version featuring all four variants. The commercials will instruct consumers to ask pharmacists which preparation is best for their cough. "The campaign will give 90 per cent of purchasers ten opportunities to see it," says Mr Adyvean.

Parcel deliveries will include a full range of merchandising material. Bonuses and special discounts are also available.

The company also plans to promote to dentists. "We have been speaking to the British Dental Association recently," says Mr Adyvean. The BDA heard we were producing sugar-free medicines and got in touch with us. "A.H. Robins Co Ltd, Langhurst, Horsham, West Sussex. RH13 5QP.

Renoma offer

An eight-week consumer promotion is being run by Chesebrough Pond's for Renoma Pour Homme.

From mid-September a free 100g soap (worth £3.85) will be offered with each bottle of after shave (£8). The products are presented in a gift box and packs of 12 are available with merchandisers and headcards. *Chesebrough-Pond's Ltd, PO Box 242, Consort House, Victoria Street, Windsor, Berks SL4 1EX.*

Natural break

An advertising campaign will back newly launched Ramlosa natural water both in the Press and on television during September and October, say the Danish Bacon Company.

Full colour advertisements will run in the women's Press and Sunday newspapers. A television campaign will run in the London area, and the product will be supported below the line with POS material and consumer promotions, as well

as sponsorship at the Horse of the Year Show and the Davis Cup tennis tournament. *Denmark House, Parkway, Welwyn Garden City, Herts.*

ON TV NEXT WEEK

GTV Grampian	U Ulster	STV Scotland
B Border	G Granada	(central)
C Central	A Anglia	Y Yorkshire
CTV Channel Islands	TSW South West	HTV Wales & West
LWT London Weekend	TTV Thames Television	TVS South
C4 Channel 4	Bt TV-am	TT Tyne Tees

Askit powders:

Baby Wet Ones:

Calgon:

Corimist:

Cream Silk:

Cymalon:

Jaap's health salts: GTV, STV, C4, (GTV, STV)

Listerine: LWT, TTV, C4 (LWT, TTV)

Mennen Speedstick: All areas

Ponds dry skincare range:

STV, G, C, A, TVS, TTV

Ponds Perfect Colour cosmetics: All areas

Signal toothpaste: C, TTV

Studio Line: C4

Sweetex: Y

Vaseline petroleum jelly: Bt

Nu-look and add-ons...

Reckitt & Colman are relaunching the Nulon range and adding body lotion (150ml, £1.28) and barrier cream (100ml, £1.28).

The body lotion, packaged in a pale blue bottle, is aimed at the teenage sector. It has a light formulation, designed not to leave the skin feeling greasy after use, says the company. "Its floral fragrance and



cooling effect, makes it ideal for use as an after sun lotion."

The barrier cream containing glycerine is a heavy duty handcream with a water repellent. It comes in a white tube and has a light floral fragrance.

The whole Nulon range has been re-designed with a blue logo in free hand style to give a "more modern and feminine look" and a corporate image but each pack is designed to stand out in its own market sector, says the company.

The re-launch will be supported with an offer of a hand towel worth £3, via a collarette on the 150ml and 250ml sizes of extra care and original almond handcream, and 150ml body lotion and barrier cream.

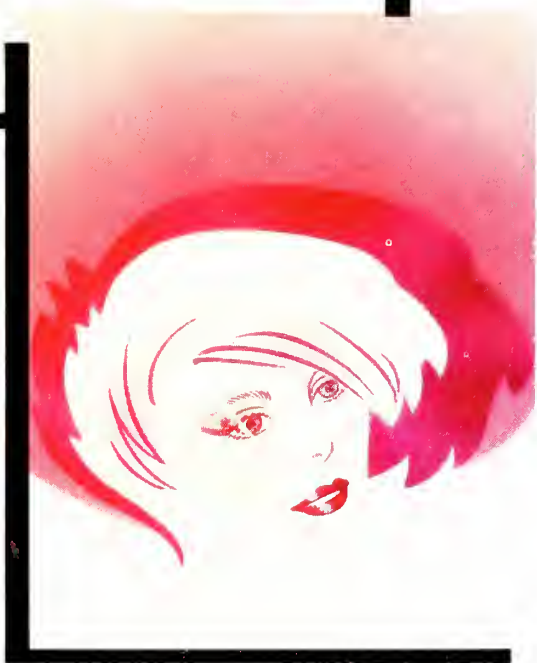
A national TVam campaign aimed at housewives will break this month. *Reckitt & Colman Products Ltd, pharmaceutical division, Dansom Lane, Hull HU8 7DS.*

Saltwater soap launch

The Standard Soap Co of Ashby-de-la-Zouch, have developed a saltwater soap made from synthetic detergent.

The soap produces "good" lather in saltwater and in hardwater areas where traditional soap generally forms scum. The bar has a neutral pH value and contains no tallow or other animal fats, say *The Standard Soap Company Ltd, Castle Works, Derby Road, Ashby-de-la-Zouch, Leics LE6 5HG.*

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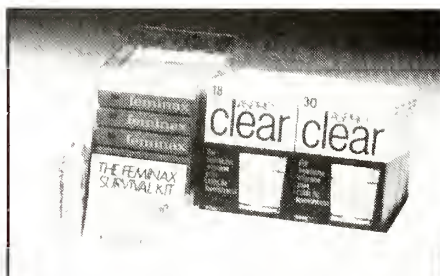
*It's what's going to happen
to women's hair.*

Hot Lemon gets biggest spend

Beecham are launching a £1.5m national television campaign in support of their hot lemon cold remedy.

The commercial will start in November and run for eight to ten weeks finishing after Christmas. This is the largest spend for the product, says the company, designed to give maximum support throughout the peak Winter sales period. "We are delighted at the response that both the trade and the consumer have given to the new improved hot lemon flavour", says Roger Joiner, marketing manager.

A special sales presenter and sachet sampler are available say, *Beecham Proprietary Medicines, Beecham House, Great West Road, Brentford, Middlesex TW8 9BD.*



Nicholas Laboratories have introduced a new counter unit displaying Aspro Clear (18s and 30s for self selection) and Feminax (30s). The counter displays will be promoted with stock bonuses throughout September and October from *Nicholas Laboratories Ltd, 225 Bath Road, Slough, Berks SL1 4AU.*

Hofels 'pearls'

Hofels have added a 90-size pearle pack to the neo-garlic range and a one-a-day tablet to the garlic and parsley range.

Available from early October, the 30-size garlic and parsley tablets will retail at £1.22 and the neo-garlic 90 size one-a-day for £4.18.

"The new tablet seems a sensible

development based on our success with HGP and Neo," says David Roser, marketing director of *Hofels Pure Foods Ltd, Stowmarket Road, Woolpit, Bury St Edmunds, Suffolk IP30 9QS.*

And so to bed with Feeder...

Feeder Products have made two additions to their range of bed protection aids.

Dry quilt is a water proof duvet cover which allows air to circulate through (£12.75). Weighing 250g, it comes in single, double and kingsize.

Made from the same material is dry pillow, a pillow cover which, say Robbins, is "much softer than the existing PVC covers, is washable and does not induce sweating." It measures 76 by 52cm and retails at £3. *Feeder Products Ltd, PO Box 481, Blackmore, Ingatestone, Essex.*

PRESCRIPTION SPECIALITIES

Erymax capsules

Manufacturer Parke-Davis Research Laboratories, Mitchell House, Southampton Road, Eastleigh, Hants SO5 5RY

Description Orange and white enteric-coated pellets in a size 0 capsule with an opaque orange cap and a colourless body, containing 250mg erythromycin Ph Eur

Indications Treatment of bacterial disease caused by susceptible organisms, including upper and lower respiratory tract infections of mild to moderate severity, and skin and soft tissue

Further information Erythromycin base, the active form, is inactivated by the acidic gastric contents. The Erymax capsule dissolves in the stomach, releasing the pellets which, because of their size and enteric coating, readily pass intact through the pyloric sphincter into the small intestine, where they dissolve to deliver the full dose to the absorption site. Thus bioavailability is improved

Dosage Adults One capsule every six hours before or with meals. Two every 12 hours may be given if desired. **Children** 30-50mg/kg/day in divided doses

Contraindications Hypersensitivity to erythromycin

Precautions Patients with impaired hepatic function should be monitored, since a few reports of hepatic dysfunction have been received in patients taking erythromycin as the base, estolate or

stearate. Rarely, prolonged use of erythromycin has caused overgrowth of non-susceptible bacteria or fungi. In a few patients receiving high theophylline dosage, erythromycin has caused increase in theophylline levels and signs of toxicity

Side effects As for other erythromycin preparations

Packs Securitainers of 100 capsules (£15.81 trade)

Supply restrictions Prescription only
Issued September 1985

Octovit tablets

Manufacturer Smith Kline & French Laboratories Ltd, Welwyn Garden City, Herts AL7 1EY

Description Maroon, oblong, film-coated tablets, engraved SK&F on one side, each containing 2500iu vitamin A as acetate, 1mg thiamine as mononitrate, 1.5mg riboflavin, 20mg nicotinamide, 2mg pyridoxine as hydrochloride, 2mcg cyanocobalamin, 30mg ascorbic acid, 100iu cholecalciferol, 10mg tocopherol as acetate, 100mg calcium as hydrogen phosphate dihydrate, 10mg iron as dried ferrous sulphate, 10mg magnesium as hydroxide, and 5mg zinc as sulphate monohydrate

Indications Supplementation of vitamins and minerals

Dosage Adults and children over 12 One tablet a day or as prescribed

Packs Blister packs of 14 (£1.56 trade) and 70 (£7.80).

Supply restrictions Pharmacy only
Issued September 1985

BRIEFS

Acepril 12.5mg: Duncan Flockhart have introduced a 12.5mg Acepril tablet, for use in starting therapy. They are round, flat-faced, bevel-edged, half-scored white tablets (100 £16.40 trade). *Duncan Flockhart & Co Ltd, 700 Oldfield Lane North, Greenford, Middx UB6 0HD.*

Tegaderm modifications: 3M are introducing rounded corners to all sizes of Tegaderm dressings over the next few months. The change should obviate any tendency square cut corners have to peel back. *3M Health Care Ltd, 1 Morley Street, Loughbough, Leics LE11 1EP.*

Acupan packs: Riker Laboratories have clarified the changes to Acupan packs. The 100-tablet pack has changed from bottle to blister pack, while the 30-tablet bottle will be superseded by a blister pack of 40 tablets later in the year. Both packs will then assume the Riker identity, as will Acupan injections, as part of the phased transfer from Carnegie. *Riker Laboratories, 1 Morley Street, Loughborough, Leics LE11 1EP.*

Evans are adding lorazepam tablets 1mg (100 £1.90, 500 £8.23) and 2.5mg (100 £2.98) to their range, presented as white, engraved tablets. Promotional prices are available to support the launch. *Evans Medical Ltd, The Old Post House, London End, Beaconsfield, Bucks HP9 2JH.*

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New Sunsilk Shampoo. More than just a different look.

Today's woman is a completely different breed. She wants more than just an image. As a consumer, she wants a shampoo that really works.

Now, with new Sunsilk Balanced Care Shampoos, she's got it!

New Sunsilk Balanced Care has 4 new formulations, each offering a unique blend of cleanse and beauty ingredients which restore her hair's natural balance.

Each new shampoo is formulated to leave her hair healthy-looking, shiny and manageable.

Totally redesigned outside to complement these reformulations, the new Sunsilk packs reflect her youthful, stylish outlook.

The bigger sizes offer 20% more at no extra cost, which will appeal to her modern sense of value.

And with the relaunch supported by a \$1.3m national TV campaign, stock plenty to make sure it's what's going to happen to your sales, too.

OM THE BIGGEST NAME IN TOILETRIES. ELIDA GIBBS

Novopen — for portable and discrete insulin

Novopen, being launched this week by Novo, is a portable insulin delivery system which enables a meal-time dose of short-acting insulin to be given discretely and conveniently.

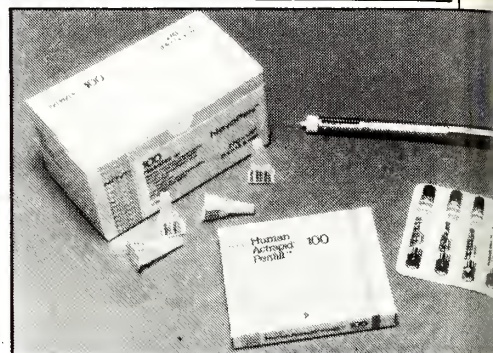
When not in use, Novopen looks like a normal pen. When insulin is needed, 30 minutes before a meal, the cap is removed and screwed to the other end of the pen, revealing the replaceable 27 gauge needle in a protective housing, and a push-button plunger. The insulin — 150 units of U100 Human Actrapid — is contained in a Penfill cartridge. Each full depression of the plunger delivers 2 units of insulin.

A window in the pen shows the level of insulin left in the Penfill, which is also marked to indicate when the cartridge should be changed. Each cartridge is

likely to last three to four days. Novopen is made of chromium-plated brass and should need no maintenance other than occasional wiping with industrial methylated spirit. It has an estimated life of around three years and Novo offer a free "repair or replace service" in the first year.

To obtain a Novopen, the patient must send a request form, signed by the clinician, to sole distributors Farillon Ltd. The device costs £29.95 and is exempt from VAT, an exemption certificate being included with the order form. It is not available on form FP10. Hospital pharmacies may obtain supplies from Farillon to issue at the doctors' request, but the Novopen will not be on sale through community pharmacies.

However, the U100 Human Actrapid cartridges (5 x 150 units, £5.41 trade) are prescribable on FP10 and boxes of 100 needles, also VAT exempt, are being sold through pharmacies (£3.92 trade) or by mail order (£5.87 retail) from Farillon. Novopen cannot be filled like a syringe so does not work with normal insulin.



Novo say that a meal-regulated insulin regimen, with long-acting insulin given at night and rapid-acting human insulin before meals, allows for better metabolic control. Current regimens of one or two injections daily restrict the diabetic to specific mealtimes and defined meal sizes.

Although it involves more injections, 91 per cent of clinical trial patients chose to stay with the method, the main reasons being its flexibility and convenience. Nearly half found the injections less painful. With proper use, dose delivery is accurate to 1 per cent.

Novo will be holding training courses for nurses and health visitors, and a video and patient booklets are available. *Novo Laboratories Ltd, Bell Road, Daneshill East, Basingstoke, Hants RG24 0QN. Distributors Farillon Ltd, Bryant Avenue, Romford, Essex RM3 0PJ.*

Stephar bv farmaceutische produkten



SPECIALISTS IN PARALLEL IMPORT/EXPORT PHARMACEUTICALS

Under licence from the Dutch Health Authority
— parallel import wholesalers within the EEC

- Fast efficient order processing from our comprehensive stocks
- Over 10 years experience in parallel importing
- Guaranteed products of EEC origin
- 40 PL(PI)s to date

- Competitive prices
- Regular promotional discounts
- Pharmacists indemnity insurance
- Own laboratory facilities

CHEMEX 85

Mr Hamilton and his staff will be pleased to welcome pharmacists at stand 243.
An important new customer facility will be launched at Chemex;
details to be announced in next week's Chemist & Druggist.

STEPHAR B.V.

Van Utrechtweg 4, 2921LN Krimpen A/D IJssel
HOLLAND

Telephone: 010-31-1807-10444 Telex: 25542 Steph NL

New Predictor Colour home pregnancy tests will soon be disappearing from your shelves.

The Predictor Colour home pregnancy test represents a major technological breakthrough in home pregnancy testing.

After only 10 minutes, the magenta colour will start to fade if the test is positive.

In just 30 minutes it gives a complete, reliable result, which is unaffected by movement or vibration.

All unique features. And all backed by a unique press and tube card advertising campaign.

**New Predictor Colour
the 30 minute home pregnancy test.**



Chemists make an exhibition for themselves at Earls Court

Chemex is moving from Kensington's Olympia to Earls Court — the fourth venue in as many years. This change reflects the fact that there are 265 exhibitors — 30 per cent more than last year. Floorspace has also increased to over 4,500sq m.

"Last year the show attracted 5,238 visitors, with buyers from 33 countries and for this year's Chemex the figure is expected to swell to over 6,000", says organiser Mark Maloney. Exhibitors will include representatives from the world of pharmaceuticals, health food, baby foods, gifts, and services for community pharmacists ranging from computer labelling to laboratory equipment.

Wives or female pharmacists will not be left holding the baby as offspring can be left in the hands of qualified nursing staff at a creche. There is also a restaurant on site.

Admission to the exhibition which runs from Sunday September 15 to Tuesday, September 17 is free. The official Chemex catalogue will contain over £200 worth of vouchers for redemption when orders are placed at the various stands.

Link gets fresh software

Vestric (Stand 111) will be launching new software to run on the entire range of Link systems. There will be two new programs Linkwriter and Micro-simplex available to run on both 8 bit and 16 bit "floppy disc" and "hard disc" systems.

Linkwriter is simply a "letter writing" program allowing the pharmacist to store, edit and reformat text quickly and efficiently, while still producing a professional looking document.

Micro-simplex is a ready-to-use accounts program, which requires no previous experience of computers. It is particularly suited for small businesses, incorporating special retailers VAT schemes A to F, including special modified scheme B for pharmacists, and is like using a conventional manual accounting system, say Vestric.

Each VAT period the program produces a VAT return, and by typing in opening and closing stock figures, trading and profit and loss accounts (either inclusive or exclusive of VAT) can also be produced. Vestric Ltd, West Lane, Runcorn, Cheshire WA7 2PE.

Original offers from Additions

Visitors to the Original Additions stand 169 will receive a trial size of La Chasse body silk free and will be entered into a free draw with the opportunity of winning a Harrods food hamper worth £80.

In addition, for each order placed over £100, the company will give away a Casio film card calculator worth £10. The company will be showing at Chemex a new merchandiser for Stagelight cosmetics. Original Additions (Beauty Products) Ltd, 12 Short Road, Chiswick, London W4 2QU.



Christina are launching two makeup kits. The specialist kit (£15.99) sells at £9.26 (trade). It offers 18 eyeshadows, five blushers, two mascaras, three eye pencils, three lip pencils, six lip colours, one blemish cream and three professional brushes. The classic kit (£8.49), carrying 12 eyeshadows, four lip colours, one eye pencil, one lip pencil, one mascara, three blushers and three cosmetic brushes will be offered to retailers at £4.92 (trade). Christina of London, Dale Mill, Roch Street, Rochdale, Lancashire OL16 2UQ.

A Prosport plus

Seton (stand 220) will be offering a free-standing merchandiser unit (5ft 6in high) carrying the whole Prosport range. They will be running an incentive scheme for those ordering the unit during the exhibition. Seton Products Ltd, Tubiton House, Medlock Street, Oldham, Lancs.

Marketing aids

Kestrel Marketing & Promotions (stand DU4) are exhibiting a wide range of marketing aids for the retail pharmacist.

POS available includes kits to make "professional looking" price tickets, signs, posters and internal and external signs.

If you can not find what you are looking for in the catalogue, Kestrel say they have the resources to obtain it for you. Kestrel Marketing & Promotions Ltd, 1 Mill Lane, Frodsham, Cheshire.

Mason Nordia on display

Mason Nordia will show the new-look finish on their range of Nordia units on stands 132, 124.

The silver anodised aluminium trim has been introduced to give a more "upmarket appearance", says the company. Also on display will be the new OTC counter top. There will be a complete dispensary on the stand. All items are at special prices, with a further 10 per cent discount off all orders placed at the show.

They will be running a free champagne and roses competition. Prizes are to be won every day. Nordia House, Seacroft Industrial Estate, Coal Road, Leeds LS12 2AW.

Vouch with Kis

A voucher in the Chemex catalogue offers retailers a "giant headstart" in obtaining a kit of Kis softwear.

The company will be displaying its colour analyser and Jumbo enlarger. Kis Services Ltd, Kis House, South Bank Business Centre, Unit A, Nine Elms Lane, London SW8 5BA.

Mid-Optic focus on pharmacy

A newcomer to the exhibition is Mid-Optic (stand 281) displaying the Calotherm photographic lens cloth, (£1).

For use on camera lenses, slides, negatives, transparencies and cine films, the cloth measure 12 by 9in, packed in wallets, 36 to a display box.

The company will feature its 24-hour nationwide delivery service and newly launched contact lens solution advisory service, which it says has been organised with the retail pharmacist in mind. Mid-Optic Ltd, Breaston, Derbyshire DE7 3BT.

Womb boom

Lullababy are launching Lullababy womb sound tape (2 x 26 minutes, £3.99) designed to soothe a crying baby.

The tape is said to transmit the sounds a baby hears inside its mother's womb before birth. In hospital trials, womb sound was found 98 per cent effective as a baby soother, says the company. It will be on display at stand DU 11. Lullababy, Barrack Hill, Kings Thorn, Hereford.

FIRST CHOICE IN MIGRAINE CONTROL

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AVAILABLE ON
NHS PRESCRIPTION



NON-ERGOTAMINE

MIGRALEVE 24

Counter prescribe with confidence for your patients

How to use Migraleve. Two Pink Migraleve should be taken immediately an attack is suspected. If after four hours the migraine has developed or persisted, two Yellow Migraleve should be taken. The 'Yellow' dosage may be repeated at four-hourly intervals if necessary.



Another guaranteed product from International Laboratories Limited Wilsom Road Alton Hants GU34 2TJ



OUR CENTENARY YEAR HAS CLEARLY BEEN WORTH WAITING FOR.

It should be transparently obvious by now, that Nursery will always be a leading name in the baby care business.

But just to make it crystal clear that we have no intention of being toppled from our place, we're introducing two remarkable new products in our centenary year.

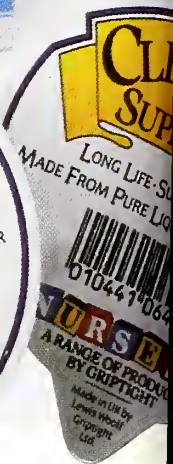
The Clearflo Superteat and Clearform Supersoothe. Made from liquid silicone rubber

they're a rather impressive duo. Because, quite simply, they won't wear out.

They can be used time after time without the slightest deterioration. (In fact our experts predict that even after 2 years they'll still be as good as new).

And if that doesn't make them clear winners, here's something that definitely will.

Thanks to our unique new precision moulding technique, the Clearflo Superteat's hole boasts the most accurate flow rate yet. Better even than needle or laser piercing!





Of course such premium products demand
usually premium prices. Which is clearly good
too when you're looking for bigger profits.

Admittedly Clearflo and Clearform are not
the only products of their type on the market.
But they are the only ones with a hundred years
Nursery experience behind them, and backed
by the most advanced technology in use today.

A clear case for a closer look.

Wouldn't you agree?

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OF CARING

NURSERY

A RANGE OF PRODUCTS BY GRIP TIGHT

Nursery range of products includes teats, nipple shields, feeders, soothers, disposables and baby wipes. Further details of all our products
can be obtained from Customers Services, Lewis Woolf Grip Tight Limited, Oakfield Road, Selly Oak, Birmingham B29 7EE. Telephone 021-472 4211.

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CHEMEX '85
BOOTH #232
RETAIL CHEMIST EXHIBITION
SEPT 15-17
EARLS COURT, LONDON



Ezy-Dose® Display

Size	No. Items	Order No.
Standard	103	67097
Mini	75	67098
3-Sided	124	94639



Ezy-Dose® with No-Spill Cap (2 Tsp.)
Order No. 67038



Mini Ezy-Dose® Spoon (1 Tsp.)
Order No. 67021



Ezy-Dose® Orasyringe
Order No. 67035



Pilltaker Cup
Order No. 67014



3 Tsp. Medicine Nurser
Order No. 67029



2 Tsp. Oral Syringe
Order No. 67007



7-Day® Pill Reminder (Lg.)
Order No. 67006



7-Day® Pill Reminder (Sm.)
Order No. 67004



Small Nitro-Fresh® with Neckchain
Order No. 97306



Large Nitro-Fresh® with Keychain
Order No. 97305



1 Tsp. Spoon Dropper
Order No. 67020



Medichron
Order No. 67031



Protect Your Life™ Silver Jewelry

Size	No. Titles	Order No.
Standard	19	90952
Mini	13	90950



Finger Splints

Size	No. Items	Order No.
Standard	62	97302
Mini	41	97307



Eye Care Center

Size	No. Items	Order No.
Standard	90	68300
Mini	57	68200



Plastic Unbreakable Containers

Size	No. Items	Order No.
Standard	180	67115
Mini	120	67116



Contact Lens Cases & Accessories

Size	No. Items	Order No.
Standard	89	91400
Mini	59	91401



Seaties® Sanitary Toilet Seat Covers
Order No. 94635



Seaties® Hygienic Wipes
Order No. 94645



Seaties® Toilet Seat Disinfectant
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Tampon Holder
Order No. 95129

Order Today!  **(0532)752653**

Pharmaceutical Packaging (Leeds) Ltd Kirkstall Hill
P.O. Box 140 Leeds LS1 1QE Telex: 55248

Freeman slip in bedpan

William Freeman & Co (stand 65 and 67) will be displaying their latest addition to the Suba-Care range — the slipper bedpan (£7.50).

Made from white polypropylene, it is light enough to be positioned using only one hand, says the company. "The tapered shape makes it ideal for use with prone patients and those who have undergone certain orthopaedic operations". It can also be used as a urinal when larger than normal volumes of urine are passed. *William Freeman Co Ltd, Suba-Seal Works, Staincross, Barnsley.*

Glass, bottle and brush from Addis

Addis are giving free bottles of sherry for every gross of Wisdom toothbrushes ordered.

In addition to the Wisdom, haircare and toiletries products exhibited on stand 136-138, they will be unveiling their new Samco by Mazzucchelli collection of sunglasses, which features the plastic photochromic Attiva lens. *Addis Ltd, Brushworks, Hertford.*

Christy deal

Thomas Christy (stand 170) are offering 15 per cent off all their Christy branded products. *Thomas Christy Ltd, North Lane, Aldershot, Hants.*

Not a Beauty Basic holiday!

Chemex will be the launch pad of the Beauty Basics' Jet Set holiday competition aimed to promote their Christmas gift lines in the Just Desserts bath range (stands 187-188).

Pharmacists purchasing a minimum order of £150 will be eligible to enter. For the exhibition the company has special offers and promotions on Just Desserts which can be used to make up a final package to qualify for entry. Pos material is available.

The winner will receive a Pegasus holiday for two in Venice — four days in a four star hotel — to be taken during January 1986. *Beauty Basics Ltd, Unit D, 51 Calthorpe Street, London WC1X 0HH.*

Chemist & Druggist 7 September 1985



Sandal power from Vinaflex

Vinaflex will be exhibiting two new additions to their Comfits range of Natureform footwear.

The nice n'easy sandal (style 223 £12.99) has a polyurethane sole and insole moulded to a leather-look upper. It is available in beige, navy, white, red and grey in sizes 3-8.

Comfits new beach sandals (style 282 £6.99) are available in sizes 3-8 for ladies and 6-11 for men, with a grey moulded sole and white upper. The sole is made from polyurethane and, says the company, is moulded to create a footbed contoured for foot comfort. *Distributed by Pharmagen Ltd, Church Road, Perry Barr, Birmingham B42 2LD.*

New look Robbins Nurser

Robbins Medical Supplies (Stand DU3) will be exhibiting new packaging for the Robbins Nurser (£6.95).

The milk expressor/feeding bottle features a "fresher," pink and blue pack with information clearly visible. A brochure is available for display with the Nurser. *Distributed by Farillon Ltd, Bryant Avenue, Romford, Essex RM3 0PJ.*

Juicy deals by Simpkins

Glucose confectioner and medicated lozenge manufacturer, Simpkins will be offering a number of trade bonuses at stand 66.

Special offers will feature on new Ashford sucrose-free mild and strong mints, the range of medicated lozenges in 50g tins, 80g packets and stick packs including two new variants — orange and blackcurrant and menthol and eucalyptus; and Juicets vitamin C lollipop.

A number of Mentholatum products, for whom Simpkins are the sole national distributor, will also be on offer. *A.L. Simpkin & Co Ltd, Pharmaceutical Laboratories, Hunter Road, Sheffield.*

Richardson computer links

New options for John Richardson computer systems will be on show. Demonstrations of how to link into On-pharm and Prestel data bases will be given. A facility which will allow any user to link into the Preston head office for program updates will also be shown.

An adaption on the stock control facility, designed for multiples, allows the head office to pull out three or four individual branch records for analysis if a centralised buying system is in operation. *John Richardson Computers Ltd, Unit 337, Walton Summit, Bamber Bridge, Preston, Lancs PR5 8AR.*

Thames put it in the bag

Thames Valley Medical will be displaying the new Link 2 closed system urine drainage range from Redland Medical at stand 58. The range consists of a leg bag (350ml, 500ml or 750ml) and night drainage bag (2 litre). It is available on the Drug Tariff. *Thames Valley Medical Ltd, Chatham Street, Reading, Berkshire.*

Stephar import...

Parallel Importers, Stephar B.V. will be launching a "new customer facility" at stand 243. *Stephar B.V. Van Utrechtweg 4, 2921LN Krimpen, A/D IJssel, Holland.*

Paris for two

Visitors to H.N. Norton's stand 226 will qualify for an entry into a draw which offers a weekend for two in Paris.

They will also be offering other prizes such as Marks & Spencer gift vouchers on each day of the show. *H.N. Norton & Co Ltd, Patman House, George Lane, London.*

Daily pride

A feature of the May & Baker display (stand 118) will be a daily prize draw in which visitors will have the opportunity to win decanters and wine.

The main feature will be Tixylix which the company says in early '85 achieved a 4.2 per cent market share. *May & Baker Ltd, Dagenham, Essex.*

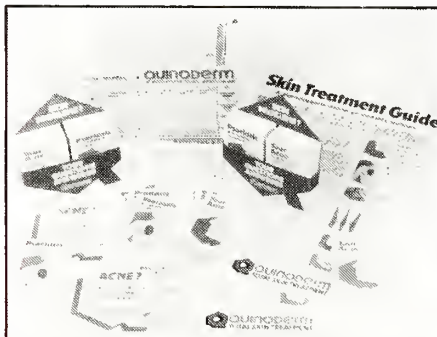
Cannon shots at Avent

Cannon are launching two additions to the Avent range and some new Cannon products.

The Avent rattle (£2.50) is made of polycarbonate. The Avent weaning spoon (£1.25 a pair) allows infants to take food with the top lip, even before they have grasped full adult eating techniques. It has been designed to fit in with the rest of the Avent cutlery set for toddlers, and comes packed as a two-spoon blister pack.

Cannon's babysafe bottle warmer combines a portable vacuum flask with a cover in which the bottle can stand. It comes in blue and white.

The company's bottle soother cover is designed for their ventilated soother to sell as an optional extra. The Nu-flo teat is now available in rubber or silicone. Special offers and discounts will be available on stand 171. Cannon Babysafe Ltd, Lower Road, Glemsford, Suffolk.



Quinoderm (stand 292) will be offering free point of sale material for their range. The pack consists of: counter display units for Quinoderm cream 25g and 50g, leaflet holders, patient advice leaflets, window stickers and posters. Quinoderm Ltd, Manchester Road, Hollinwood, Oldham OL8 4PD.

Astec offer free Mini

Astec Pharmaceuticals (stand 56) will be running a free car draw at Chemex, for which no purchase is required. They are also offering a number of special offers throughout their range. Astec Pharmaceuticals, 21A Arthur Drive, Hoo Farm Industrial Estate, Kidderminster, Worcestershire DY11 7RH

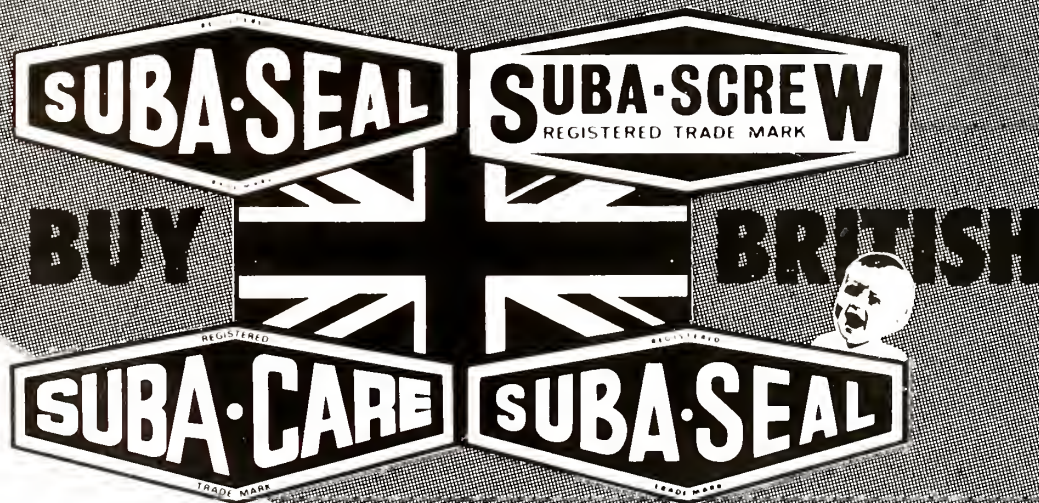
Pharmaceutical 'package' deal

Pharmaceutical Packaging (Stand 232) are introducing over 20 new products to the UK.

Imported from Europe and America, the range includes the Ezy Dose collection which features products such as an oral syringe pilltaker cup, nurser and seven day pill reminder. Other items include contact lens cases and Seaties sanitary toilet seat covers and hygienic wipes. Pharmaceutical Packaging (Leeds) Ltd, Kirstall Hill, PO Box 140, Leeds LS1 1QE.

Vitamin launch

Vitabiotics will be launching Ferus B12 iron-vitamin supplement (£2.60) — a sustained release formulation for menstruating women. Vitabiotics Ltd, Vitabiotics House, 122 Mount Pleasant, Wembley, Middlesex HA0 1UG.



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SUBA-SCREW®

Also available with screw-stopper under Suba-Screw trademark.

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A full range of all the equipment you need when "suddenly you are a nurse" For home and hospital nursing

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Including long life Suba-Cone® silicone rubber teats, soothers and teething trainers, rubber and latex teats, feeding bottles, feeding dishes and mugs, potties, bath mats, cot and children's safety hot water bottles.

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STAND No. 65/67
CHEMEX '85**

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**Earls Court
15th—17th September**

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AT TRENTHAM GARDENS

*DUE TO THE ENORMOUS SUCCESS OF OUR
1984 SHOW WE ARE PLEASED TO
ANNOUNCE THAT THE 1985 TRADE SHOW WILL BE ON
SUNDAY 22nd SEPTEMBER 1985
From 11.00am to 6.30pm*

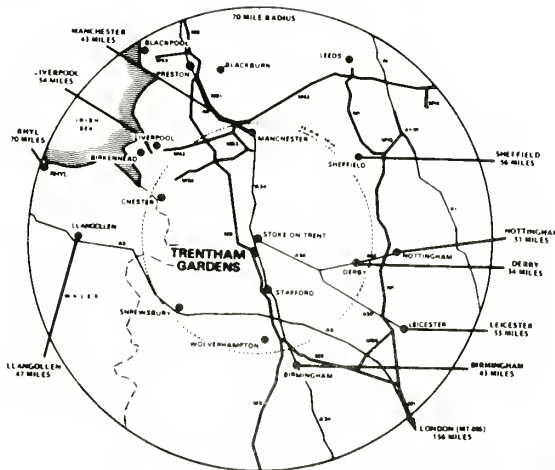
*ALL OUR MAJOR SUPPLIERS ARE EXHIBITING
GREAT ATTRACTIONS ON SHOW. MANY INCENTIVE OFFERS. SPECIAL
PRICES APPLICABLE TO TRADE SHOW DAY ONLY. CHRISTMAS PRE-SELLS.
GREAT ATTRACTIONS FOR ALL THE FAMILY. BRING THE FAMILY AND ENJOY A REAL
DAY OUT OFFERED BY TRENTHAM GARDENS.*

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- The smallest of its kind in the world today, with a floor area of just **15 sq. ft.**
- Capable of developing and printing a 24 exposure film in just **30 minutes** and 5"x7" enlargements printed in **3 minutes**
- **No previous experience** required to operate our equipment, as we will train and install free of charge.
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New additions to the Mini-Lab:

- Passport photo's from a 35mm negative
- 120 negative holder capable of producing up to 5"x7" prints.

If you think that's an advancement into technology, look now at what Kis Services (UK) Ltd bring you – **their latest creation...**

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239/241



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- **Training & Installation** free of charge, plus full after sales service.

Any photographs from any type of business, whether amateur or professional, are all possible with the Jumbo Enlarger and all backed by Kis, **the largest instant service company in the world!**

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Kis 30 minute Mini-Lab ☐ Kis Jumbo Enlarger ☐

Please arrange for a demonstration ☐

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Company _____

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(CD/9/85)

Edgbaston century for Sangers Photographic

If you're looking for a 'one-stop' guide to products and services in the photographic market, try dropping in at Edgbaston cricket ground on September 25 or 26.

That's where Sangers are holding their centenary fair, and all the industry's big names will be there to help them celebrate. The 38 exhibitors will include Agfa, Kodak, Ilford, Olympus, Polaroid, Hanimex, Minolta, Canon and Sangers themselves.

"The market's going to be a tough one this year, so what everyone's looking for is good buying opportunities" says Terry Norris, director of Sangers' wholesaling business. "We've been encouraging all the exhibitors to come up with some good special deals for visitors to the trade, and most of them seem willing to do so."

Sangers have timed the fair carefully. A late September date should be early enough to allow pharmacists and other photo dealers

to order for Christmas, yet late enough for the major manufacturers to go public with their promotional plans for the festive season.

Admission to the fair is free, with both existing and potential Sangers customers welcome. It will be trade-only. Sangers hope to see at least 5,000 visitors over the two days. Their own delegation on the site will include Mr Norris and managing director Frank Hatton.

The usual range of refreshments — including a licenced bar — will be available.

The company has also arranged a reception desk where those new to Sangers can introduce themselves. All those who place an order with Kodak while at the exhibition, even a small one, will go in a prize draw for a red Metro turbo, registered taxed and insured.

Kodak buy into mini labs

Kodak have bought into two mini-lab companies, City Photo and Anglia Super Colour, but say they are doing so only as an investment.

The company denies a *Marketing Week* report that they plan to launch a chain of High Street outlets using mini-labs to process the public's films, and operating under the Kodak name.

While unwilling to completely rule out involvement in mini-labs in the future, a spokesman told *C&D* they have no plans to do so at the moment.

City Photo and Anglia Super Colour between them have 13 outlets in the South East, according to *Marketing Week*. Kodak say they definitely won't be getting involved in running either of the two companies.

Assault on batteries

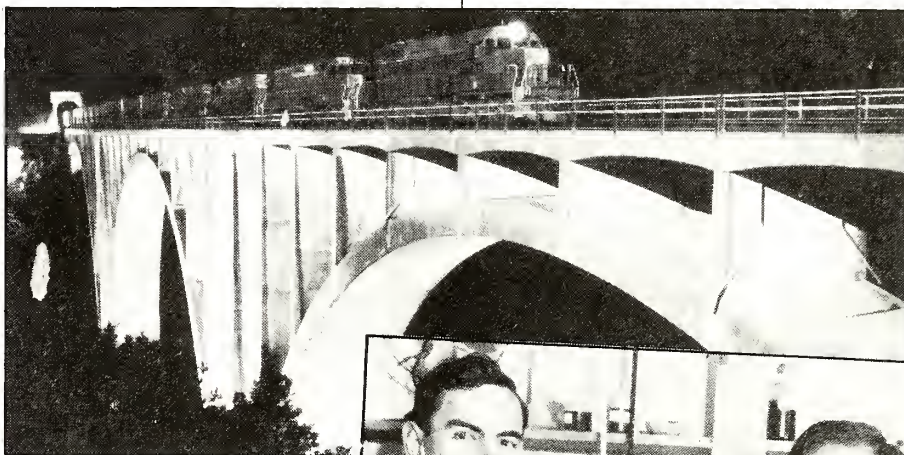
Ever Ready say around 5 per cent of the £175m battery market goes to photographic products. Duracell point out that alkaline batteries take a much larger share of this total than zinc carbon.

Some 19 per cent of alkaline batteries are destined for photographic use, while the equivalent figure for zinc carbon is only 3 per cent. The market is dominated by two cell sizes, the MN1500 (which takes 66 per cent of photographic sales) and the MN2400 (with 12 per cent).

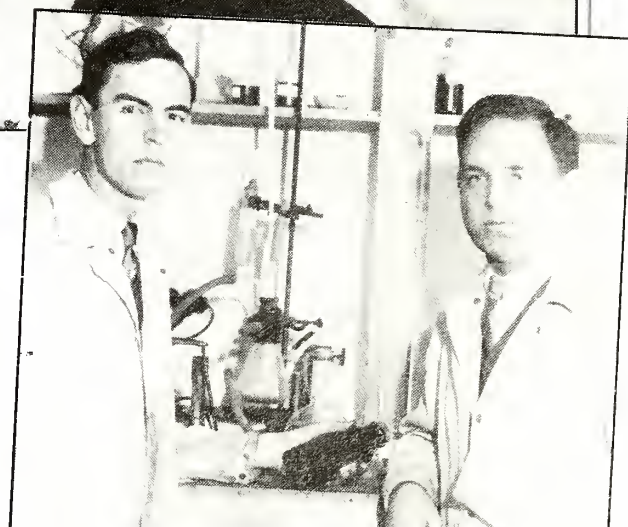
Duracell say 71 per cent of new camera models now take one of these two cells. The company credits itself with 49 per cent of the market for batteries in photographic applications.

Ever Ready Gold Seal batteries carry a money off/money back promotion flashed on back from September 2. The consumer will be able to choose between presenting the coupon to a participating retailer to save 20p on his next Gold Seal buy, or saving five coupons and returning them to Ever Ready to get £2 back through the post.

Duracell offer consumers the chance to win a holiday in Hawaii, in return for identifying four photographs taken from unusual angles. Their current trade promotion, open to retailers buying £50 worth of their products, offers electronic surveillance systems and a cash register as prizes.



750 flashbulbs gave their lives so that this picture could be taken. They were fired off over a period of 45 minutes on North Fork bridge, Sacramento. The flashbulbs — along with the picture — were supplied by GTE Sylvania



Why aren't these men smiling? Leopold Mannes and Leopold Godowsky, pictured here in their New York laboratory in 1922, were 16 year old aspiring musicians when they began their research to find a better way of making colour pictures. Kodak founder George Eastman set them up with equipment and supplies in return for keeping him up to date with their work. They joined the company as employees in 1930, and five years later their studies led to the development of the first Kodachrome film

FILM WARS:

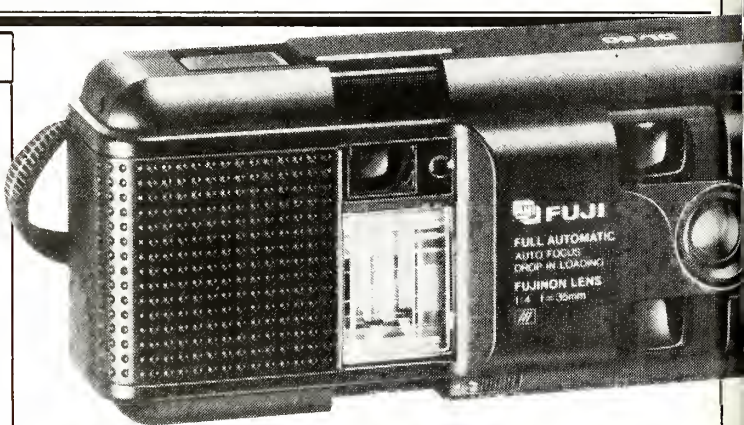
Marketing facts and figures are notoriously hard to come by in the photographic industry, particularly where film sales are concerned.

Instead of relying on the major manufacturers, C&D decided to ask Regency Film Services, one of the country's major independent processing laboratories, to monitor a sample of the films which come to them for processing.

Production director Malcolm Thomson arranged the exercise, looking at over 3,000 of the 20,000-odd orders received at their Enfield Laboratories on August 15 — a Monday and traditionally the busiest day of the week. Thanks also to Mike Galloway, the production manager, who did the work.

110 Film Manufacturer/Label % Split

Manufacturer	Label	%	
Kodak	Kodak	38.0	38.0%
Fuji	Fuji	4.2	14.2%
	Fotopost	1.2	
	Regency	5.9	
	Tudor	2.9	
	Agfa	4.6	
Agfa	Colour Neg. (Grunwick)	7.1	18.7%
	Turacolor	0.4	
	Underwoods	0.8	
	Perutz	4.2	
	Dixons	0.8	
	Horizon	0.8	
	Konica	5.8	
Konica	Ilford	1.2	7.0%
	3M	2.1	
	Tudor	0.8	
3M	Supasnaps	3.8	22.1%
	Soliscolor	0.4	
	Boots	9.6	
	Colourcare	1.8	
	Photoplus	0.8	
	Safeway	0.4	
	W.H. Smith	0.4	
	Share Snapshot	0.4	
	National	0.8	
	Truprint	0.8	



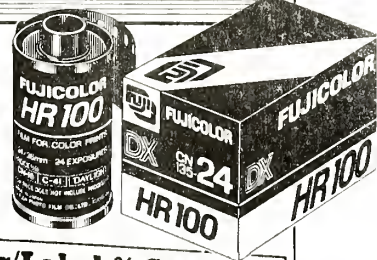
Disc Film Manufacturer/Label % Split

Manufacturer	Label	%	
Kodak	Kodak	53	53%
Fuji	Fuji	9	25%
	Regency	15	
	Tudor	1	
3M	3M	1	14%
	Supasnaps	5	
	Truprint	1	
	Boots	6	
	Dixons	1	
Konica	Konica	6	8%
	Ilford	2	

126 Film Manufacturer/Label % Split

Manufacturer	Label	%		
Kodak	Kodak	39.4	39.4%	
Fuji	Fuji	3.0	15.1%	3M
	Regency	11.9		
	Colorama	0.2		
	Agfa	0.9		
Agfa	Perutz	1.1	9.2%	
	Colour Neg. (Grunwick)	3.4		
	Dixons	0.4		
	Bonusprint	0.4		
	Underwoods	0.2		
	Horizon	2.8		
	Konica	3.2		
	Ilford	0.6	4.2%	
	Sakura	0.4		
	Truprint	2.4		
	Supasnaps	4.0		
	Colourprint	3.4		
	Boots	10.2		
	Colourcare	2.1		
	Tudor	6.1		32.1%
	National	0.4		
	Kis	0.4		
	W.H. Smith	0.2		
	Telecolor	2.4		
	Magicolour	0.4		

a day in the life



135 Film Manufacturer/Label % Split			
Manufacturer	Label	%	
Kodak	Kodak	67.5	67.5%
	Fuji	9.2	
Agfa	Regency	4.6	15.9%
	Colorama	1.5	
	Kwik Foto	0.6	
	Agfa	1.5	
	Fotopost	0.6	6.0%
	Dixons	0.9	
	Underwoods	1.5	
	Horizon	0.3	
	Colour Neg. (Grunwick)	0.9	
	Bonus Print	0.3	
Konica	Konica	1.2	2.4%
	Ilford	0.6	
3M	Sakura	0.6	8.2%
	Truprint	1.2	
	Boots	2.4	
	Supasnaps	1.2	
	Tudor	1.2	
	Colourprint	0.3	
	Colourcare	0.3	
	Telecolor	0.9	
	W.H. Smith	0.7	

VISIT THE SANGERS CENTENARY TRADE SHOW



—AND DEVELOP YOUR PHOTOGRAPHIC SALES

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at the County Cricket Ground, Edgbaston, Birmingham**

**Sangers Photographics—the No. 1 specialist
Photographic Wholesaler in the UK.**

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Colorama and Regency each deal with about three million films a year, and that's not all the two companies have in common. Both have Glaswegians overseeing their production operations: Ernie Gilburd at Colorama and Malcolm Thomson at Regency.

Independents' day

Erne Gilburd joined Colorama as operations director in December 1983. "Then I was a young man" he says.

Since then, it's been his job to see the company catches its breath after the past few year's rapid growth, gets its enlarged operation organised, and prepares them for a higher profile at the end of September.

Colorama's "Partners in Processing" campaign gets its first showing this month. The company has also taken on six new reps, who will be touring the country with Colorama's new POS material hoping to expand their 1,000 strong dealer network.

Around 85 per cent of existing dealers are independent pharmacies, according to Ernie Gilburd. The idea of the current campaign is not to stretch Colorama's existing geographical base in the South East, but to develop the business in the outlets they have already. "Many chemists are pretty apathetic about D&P," says Mr Gilburd.

Ancillary services, such as print from print reproduction, black and white

processing and enlargements, are now a separate profit centre at Colorama. They are currently looking at the possibility of a poster prints framing service, offering them to the consumer as a package.

Mr Gilburd splits the company's business as 62 per cent 35mm, 23 per cent 110, 12 per cent disc and 3 per cent "other," principally 126. "Disc has been very disappointing, it's hardly growing at all," he says. Why? "Basically, the quality."

The success of 35mm compact cameras means any growth will go to that sector, he believes. Fuji he describes as "the best film on the market...there's no doubt about that."

Colorama dealers in central London can

get a same-day service from the laboratory. Films which reach the processing machines by 11.30am can be on their way back to the shops by 4.00pm. On a Monday morning in the peak Summer period, Colorama may turn around as many as 7,000 films in that amount of time, a logistical problem which Ernie Gilburd describes as "pretty horrendous."

Monday will normally account for some 38 per cent of the week's total business. Colorama handle about three million films a year. August and September is their busiest time, with about 28 per cent of the total, falling to a low point of around 3½ per cent in February.

When Boots got up and walked

Boots withdrew their processing from Regency in May 1984, just before the peak Summer period. "They then accounted for about 40 per cent of our business," production director Malcolm Thomson remembers. "So just as everyone else was gearing up for a peak, we were gearing up for a slump."

It took the company between six months and a year to repair the damage, but they say all the lost business has now been replaced. It was a psychological change that was needed as much as anything.

"We virtually had to take a step back and look at what kind of company we were. Because of our involvement with Boots, we'd never had to be an active selling company. But you don't work for Boots for as long as we did without being a good lab, so we had the confidence in ourselves.

"It was a case of calling in the sales force and pointing out that they were no longer just maintenance reps — they were selling reps."

Malcolm Thomson had expected the split with Boots to hit Regency's disc business particularly hard. In the event, disc still takes an above-average slice of their processing. They say 54 per cent of the films they produce are 35mm, 27 per cent 110, 15 per cent disc and 4 per cent "other."

Disc figures are well down on the forecasts Regency made when initially buying the equipment. "Disc may not have been what everyone hoped, but it is helping

to get people involved in photography," says Malcolm Thomson. "It's slowly climbing, but it's nowhere near what people were envisioning it would be."

About 36 per cent of Regency's films go through on a Monday, dropping off as the week progresses to around 12 per cent on Friday.

"We get about 12 Mondays in the year when we're working at peak capacity," Mr Thomson explains. "Obviously, our capital investment has to revolve around coping with those days. Your service is only as good as the performance you give at peak times."

Extra collections

Regency try to get ahead of themselves with extra collections when one of the year's peaks is looming. They use motorcycle runs and night collection boxes to do this. The company deals with about 70,000 films a week over the Summer.

The company's ancillary services are based in Leicester. But the motorway link means Regency can give dealers in the Midlands a 24-hour service from Enfield.

Malcolm Thomson is sceptical on the chances of Colorama's Ernie Gilburd seeing the joint industry promotions he wants. "The UK market is divided into very large companies and medium-sized companies. And the big boys don't see the need to tell the others what they're doing. I think there



Mr Gilburd sees little chance of the industry managing to get prices back to a more sensible level in the coming season: "There's still too many people chasing too few films."

He would like to see British laboratories get together as a single body to promote photography as a hobby and get more pictures taken. The Association of Photographic Laboratories — the industry's existing voice — has never been able to organise an effective campaign, simply because many of the larger processors are not members. And those companies that have joined are reluctant to see non-members benefit from APL activity designed to boost the whole industry.

The pharmacist can do his bit to give photography a higher profile by making sure the public is aware of his own D&P services. "Any High Street is going to have specialist D&P shops now, so unless the chemist is also seen to be doing D&P, he's

going to lose out."

Colorama were delighted to get a Kodak gold award for processing quality last year. "A large proportion of our business is done as a same-day service," Ernie Gilburd explains. "And there's no getting away from the difficulties involved. To be told that our quality hasn't been compromised at all in providing that same-day service is marvellous."

Mail order companies took around 55 per cent of the processing market as recently as four years ago, but now they're down to under 30 per cent. What happened? "I think the High Street became less complacent, and realised they couldn't simply command that business without fighting for it. The average High Street price for 24 prints was then just under £6, and the mail order companies were charging about £1.50. Mind you, you might have had to wait literally three months to get the prints back via mail order."

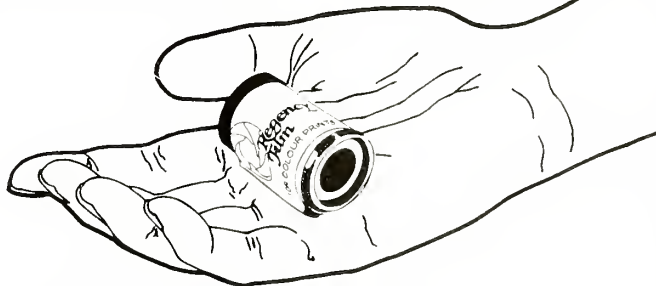


There is to be no "Snap" report on the British photographic market this year. Industry representatives decided the money available could be better spent on "Photography for Everyone" (£0.75) a one-off magazine carrying aimed primarily at beginners. It will have a print run of about 300,000, and be available from W.H. Smith Distributors and through Image



one or two casualties in the market before people say, 'we're just cutting each other throats.' Ernie's quite a long way from realising that dream. It all depends on the big companies — if they're so keen on putting prices up, it pegs everyone. They're the ones who have the vision to look to the future."

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Triple world record-holder Steve Cram is seen here with another three-time winner — Thomas Litster. His Peebles photoprocessing business has just won its third Kodak silver award for quality, presented to Mr Litster by Kodak's Hugh Hynd at a recent Gateshead athletics meeting. Mr Litster's winning smile is doubly justified, as he'd been told only minutes before that the company had also won its second gold award. Helping him celebrate were Alison Litster and Christine Hynd



Did you know?

Did you know the Chinese invented football? It seems a primitive version of the game was played in the Republic some years ago.

People's
2,500

Now Kodak are helping take the game back there with their sponsorship of an international competition for the under-16s.

The Chinese version, Kodak tell us, was called Tsu Chu. The name translates, logically enough, to "kick a leather ball with the foot".

Detailed records of the rules or numbers of players involved have been lost, but we do know that pushing, tripping and gouging was not only allowed, but positively encouraged. Victory, after all, was richly rewarded by the emperor.

And the losers were flogged.

The Romans played a game called follis, which involved a pig's bladder being kicked, punched, batted or pushed toward some marker. One of the things the Romans left us when they fled our shores was the noble game.

An early Scottish version was called melleys. This involved teams of married women, competing against the unwed.

"Usually, the married women won, stomping, punching and pummeling their usually younger, less strapping opponents," say Kodak.

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Gx: An announcement to Retail Pharmacists.



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Holding hands with small business

Small Firms Minister David Trippier and his team found themselves moved from the Department of Trade to the Department of Employment in this week's Cabinet reshuffle. C&D met Mr Trippier just before the news came through to discuss his fight against Government red tape.

Last Monday morning Small Firms Minister David Trippier was on his way back to the Department of Trade & Industry after a stay in his Manchester constituency. Like the rest of Westminster, he was waiting for details of that day's Cabinet reshuffle.

Norman Tebbit — then Trade Secretary — was heavily tipped for the chairman's post, so Mr Trippier was prepared to find himself with a new boss. "I was at the Department for the change from Cecil Parkinson to Norman Tebbit," he remembers. "And comparatively little happened, except for minor changes in responsibility between Ministers. It very much depends on the Secretary of State, though. He will reorganise things as he wants."

Mr Trippier was expecting no change for himself. "I hope not anyway, I've only been in this job two years." As it turned out, he retained his responsibilities for small business, but will now work under Lord Young as a junior minister at the Department of Employment.

He's been working with Lord Young for some time, seeing the DoTI's "Burdens on Business" report go through to the Enterprise Unit to be translated into action. "One of the benefits of this job is that I'm allowed to cross the usual boundaries. The other Departments see me coming and think 'Oh God, what does he want now.' David Young has had very much the same role. And, of course he's dealing at the highest possible level, in the Cabinet."

In his early days as MP for Rossendale, David Trippier visited St Helens and was impressed by the success of a self-help scheme, run by local businessmen there, which offered a "hand holding" service to new companies. He brought the idea back to his own constituency, it again proved successful, and eventually formed a model for the current network of local enterprise agencies. "I think that experience played a major part in getting me to this department, and also in getting me this job."

Looking after the interests of small companies is not his only job at the DoTI, but

it's one which he says takes up more than 90 per cent of his time. How much discretion is he given in making the changes he thinks necessary? "Considerably more than I ever thought I'd have. To a large extent, it again depends on the boss, but both Cecil Parkinson and Norman Tebbit have been kind enough to allow me more or less a free hand. If I'm faced with a major policy decision, then, obviously, it goes upstairs to the Secretary of State.

"If it's something that's too big for him to handle alone, it would then have to go to Cabinet...or to 'herself', of course". The "Burdens on Business" report was one case where the discussions culminated in a presentation, by David Trippier, to the Prime Minister.

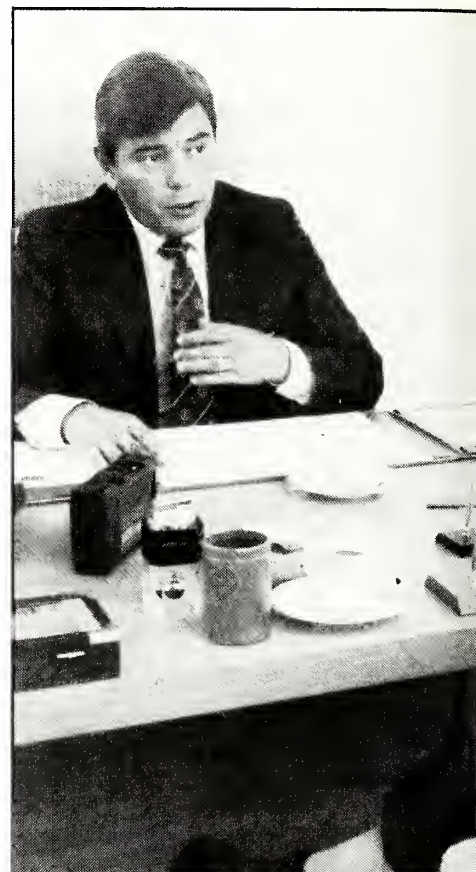
"What that report did was to transpose the views of businessmen into a Government publication. And by going public with "Lifting the Burden," we're now honour bound to deliver."

Interest rates change?

Few would argue that Lord Young's proposals are unwelcome, but it has been suggested that more could be achieved by means of a single major change. Perhaps a concentration of efforts on getting interest rates down?

"I think the proposals in "Lifting the Burden" are actually quite dramatic. Look at the forthcoming planning changes — that's hard news. Obviously, we are anxious to get interest rates down as quickly as possible, but what we're also trying to do is honour our commitment to the electorate, which I don't think we have so far, in trying to reduce public expenditure."

Even taking into account factors such as the introduction of Statutory Sick Pay, and the upcoming abolition of SERPS in favour of an employer-run pensions system, Mr Trippier believes there has been a net decrease in the amount of administrative work Government asks the small businessman to do.



Mr Trippier discusses aid for small firms with C&D Business Editor Paul Slade

"Small businessmen would, I think, recognise that the old sick pay system was a nonsense. Employers would allow their staff to enjoy a full rate of pay while they were off, then — perfectly legally — agree to deduct the employee's statutory DHSS award before handing that money over. That means less tax is liable on the pay received, so people would be better off being sick than being at work.

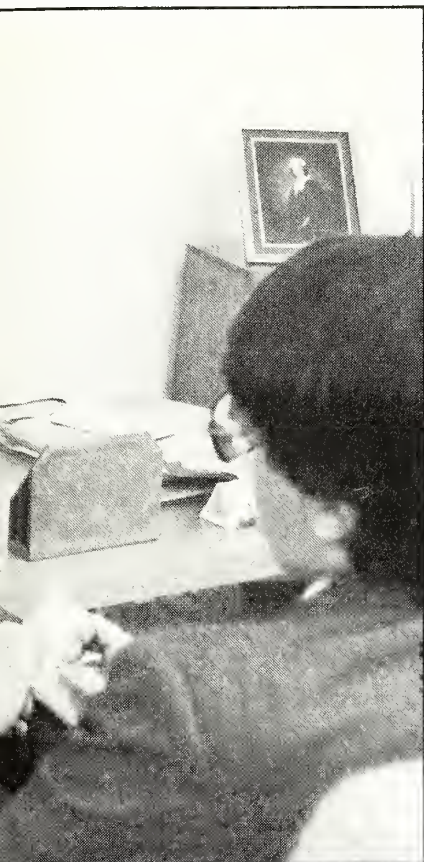
"I would admit that the initial attempt to introduce SSP was not as successful as it might have been, because the Government changed its opinion. Twice. But as the statistics show the incidence of sickness in small firms is not as great as many people thought, I don't think it's actually as burdensome as all that."

Lord Young and the Enterprise Unit are, nevertheless, looking at ways of allowing businesses with below a certain number of employees to opt out of SSP, a move which David Trippier says is being given "fairly high priority."

Untangling the details of legislation is further complicated by Britain's membership of the EEC. Mrs Thatcher has already begun the process of carrying the deregulation fight to Brussels.

"She attended the Heads of Government meeting in March, and concentrated on the growing weight of European legislation landing on member states' desks. We now have to wait till next month to hear what the European Commission is going to recommend.

"We've got to be anxious this time to see that



whatever Europe comes forward with is not just paying lipservice to the problem. It needs a much more concerted effort on the part of the member states to accept, for example, that the threshold of VAT needs to be raised. And that's a proposal that has to go through unanimously, because any one member state could veto it."

Last week's DoTI figures on VAT registrations showed retail as the only sector of the economy to show a net decline, with some 6,000 fewer businesses on the register in 1984 than five years earlier. Mr Trippier partly blames the rise of the multiples.

A lot of people assume anyone can run a shop and make it pay, but they soon find out it's not as simple as that

"We've seen supermarkets and hypermarkets continue to set up, and that's certainly contributed to the decline of the corner shop. I don't think there can be any doubt about that. A lot of people do assume anyone can run a shop and make it pay, but they soon find out it's not really as simple as that."

Surprise on discounts

Given that, was he disappointed that the Office of Fair Trading report on discriminatory discounting offered independent retailers so little joy? The report's findings did come as a surprise to many people, he says.

"There was, before the OFT report came out, a study by some Conservative back benchers. The people who contributed to this study were basically against the multiples, and for the independent. They started off with that bias, and they'd all hold up their hands and admit it.

"At the end of the day even they had to say 'It's not as bad as we thought, in fact, it's not really a problem.' I was quite amazed. But it's certainly taken the sting out of the lobby on discriminatory discounting, which has been going on for some considerable time on on both sides of the House."

Tory MPs are unlikely to be given a free vote in the next session's Sunday trading

debate, David Trippier believes. "For the simple reason that it's Government legislation. Even looking at the last debate, there weren't as many protestors as I'd have expected. That's not to say their attitude won't have hardened this time, of course. The trouble is there's no clear view on this, there is no trading organisation that can carry all its members unanimously on the matter."

The Home Office is aware of pharmacy's unique position on Sunday trading, Mr Trippier says, and realises chemists will not be able to close for a compensating day during the week.

The next session of Parliament should also bring action on the Government's plans for a national system of business rates, and the property revaluation that will have to go with it.

"Revaluation is a job that's been put off for a very long time, and it's never going to be an easy thing to do politically. But again, rather like Sunday trading, I think there is a recognition in most people's minds that the present system is inequitable.

"Mind you, I think it's true that Conservative governments aren't as effective as they could be at putting PR across. The failure rate of small firms two years ago was much worse than it is now. It's currently one in three over the first three years. Then it was one in three over about 12 months."

The girls in the Young Conservatives were more attractive

David Trippier entered politics in 1962 when, aged 16, he joined the Young Conservatives in his home town of Rochdale. "My father was a Conservative, but had never been actively involved. My mother was an active Liberal.

"I joined the Young Conservatives primarily because I was convinced the girls there were more attractive than those in the Young Socialists. I think I foolishly opened my mouth at the first meeting, so they put me on the committee. From there, I went on to join the local council and eventually became leader."

Earning his living as a stockbroker, he first stood for Parliament in 1972, fighting a Rochdale by-election against Cyril Smith. "It would have been a miracle if I'd won, but it taught me a lot. Because it was a by-election, with a national figure like Cyril Smith as the sitting member, I got a much

higher profile than I would otherwise have done."

Two years later, he stood again, in Michael Meacher's constituency of Oldham West. Again, he lost. "But I met my wife at the time, so I did get a tremendous amount out of it."

In 1975, they were married, and a fortnight later Mr Trippier was selected as Tory candidate for Rossendale, the seat he eventually won in 1979. The route up is fairly well recognised, he says. "First of all, one becomes secretary of a back bench committee. In my case it was the back bench defence committee in 1981. I was appointed a parliamentary private secretary to Kenneth Clarke at the DHSS in 1982, then in 1983 I got this job.

"There was quite an element of luck in my being in the right place at the right time, being spotted and so on."



Still waiting for the answers

It is difficult to accept the views of Underwoods and their fellow dissidents, the Pharmacist Action Committee, with anything but scepticism.

These champions of self-employed pharmacists and those who aspire to that status appear to be concentrated in Central London (population 7 million), Leicester (300,000) and Cardiff (about the same size). Of Underwoods premises, 28 are herded on the rich commercial pastures within three miles of Piccadilly Circus. The other two have greater claims to rurality, situated within a mile or so of the wild heathlands of Putney and Hampstead.

PAC's supporters outside London are known by name and location only to the founders, but I would be surprised if they include many rural pharmacists. Adversity seems to be making strange bedfellows — urban companies and spokesmen from the Isle of Man where very different circumstances apply. Some pharmacists in rural areas would like to know how the large multiples constitute an equal threat in London and big cities, and in smaller towns and villages.

In East Harling in East Anglia, the single pharmacy has a monopoly of dispensing for 1,910 inhabitants within his one-mile radius. He is not threatened by any companies but loses some 4,000 more patients to the local dispensing doctors. In Newquay (Cornwall), Boots share the 16,000 population with five private pharmacies. Six into 16,000 does not provide many people per pharmacy.

How can PAC and Underwoods possibly speak for small pharmacies and young aspiring proprietors? Can Underwoods, help such an aspirant with succession to one of their West End stores or only with the usual company career prospects of a limited salary augmented with the usual perks?

At the other end of the scale there are many proprietors willing to ease off in their sixties while a thirty-year old takes over gradually. The NPA, Unichem and others offer excellent services in this respect.

Within the last few years the retail group of Macarthy's, Savory & Moore, has expanded to Princes Risborough (pop 8,000), now with four pharmacies; Thame (9,000), now with three, all company owned, and Bicester (14,500) with four. In smaller villages which will never support more than one pharmacy, they are conspicuously absent. Why should they go in when Macarthy's can supply the dispensing doctor with more stock than pharmacists, confined within a one-mile limit, can ever take?

When the same company opens a big shop in a small town, do the directors consider whether their NHS business will prejudice the viability of existing pharmacies or are they keen to get in before Superdrug, "Chemicuts" etc?

Two questions arise from these activities. First, to what extent are any surplus profits from NHS dispensing returned to non-pharmacist shareholders? Secondly, to what extent can doctor/pharmacist relationships be improved if the small pharmacy acts as wholesaler to local doctors for their dispensing outside an agreed radius?

Neither the Pharmaceutical Services Negotiating Committee or the Local Pharmaceutical Committee conference representatives who gave a massive vote of 192:29 in favour of the contract, are easily deceived or devoid of negotiating ability. All of us out in the Shires know that we have been over-subsidised in the past — because we are not able to dispense the NHS prescriptions many rural doctors are overpaid for supplying.

A spirit of co-operation by all contractors with the PSNC and with rural doctors, in the proper spirit of Clothier, and with the newly independent Family Practitioner Committees, could achieve a lot. It could improve patient care, interchange of information between doctor and pharmacist, and effect the economies essential while demands on the service exceed funds available.

If I were still in business I would certainly want answers from Macarthy's PAC and the rest on these contentious matters, before I changed my allegiance from the PSNC, Unichem and the Rural Pharmacists Association.

Keith Jenkins
Wendover

NPA says 'Time for training'

How refreshing to hear another voice in the wilderness backing-up the importance of training! Thank you Xrayser, for supporting our claim that staff training should be a first priority. The number of National Pharmaceutical Association staff training courses sold every year continues to increase but it is a drop in the ocean measured against the many *thousands* of sales assistants in community pharmacies throughout the UK who are not receiving any formal training.

All the evidence points to knowledgeable and well trained staff being the finest asset that a business can have. Perhaps chemists should ponder upon the results of last year's *Chemist & Druggist* Chemist Assistant of the Year Competition. (Entry forms for the 1985 competition are slipped inside this issue: *Editor*). The top three had all completed the NPA staff training course.

Tanya Turton
Press officer, NPA

PAC welcome

I would like to set out the position of the Pharmacist Action Committee in response to letters from Mr C. Benjamin and Mr R. Dudley (*C&D*, August 24).

PAC is worried about the quality of healthcare. We wish to maintain and improve the services provided by pharmacists. We intend to represent all sections of pharmacy — ie proprietor, employee locums and even future pharmacists. At all our meetings we ask one question: "When was the last time you were consulted by your LPC/PSNC representative?" The usual answer is that no one can remember.

It is the working system that most of the members do not like. We are recruiting and are finding what our members want. That is why some of you feel we only make noises. However, whenever we are in your area you are most welcome to attend.

Jayanti Patel
Committee member, PAC

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DoTI offers answers to NPA questions

The Department of Trade has responded to NPA director Tim Astill on points he raised with the Small Firms Minister at a Manchester dinner in June.

When David Trippier spoke at Manchester NPA's annual dinner, Mr Astill took the opportunity to tackle him on Sunday trading, the Youth Training scheme and the number of signs a pharmacy is required to display. Mr Trippier asked him to write to the DoTI, setting out the points in detail.

The Department's reply came from Mr Trippier's private secretary Michael Winn, as the Minister was abroad at the time. It points out that Lord Young's Enterprise Unit has already suggested that companies with fewer than 20 employees be exempt from displaying a written safety policy —

getting rid of at least one of the 28 signs Mr Astill was concerned about.

A copy of the NPA's letter, together with the complete list of signs from Mr Astill, has been forwarded to Lord Young at the Enterprise Unit, he goes on.

Mr Astill had also used the Manchester dinner to point out that the NPA, as a managing agent under the Youth Training Scheme, had found places for 637 trainees in member pharmacies. Yet the Manpower Services Commission had offered them just 220 youngsters.

Mr Winn says there are already enough training places for eligible youngsters in retail and distribution, "and it would not be prudent for the MSC to accept places that are unlikely to be filled."

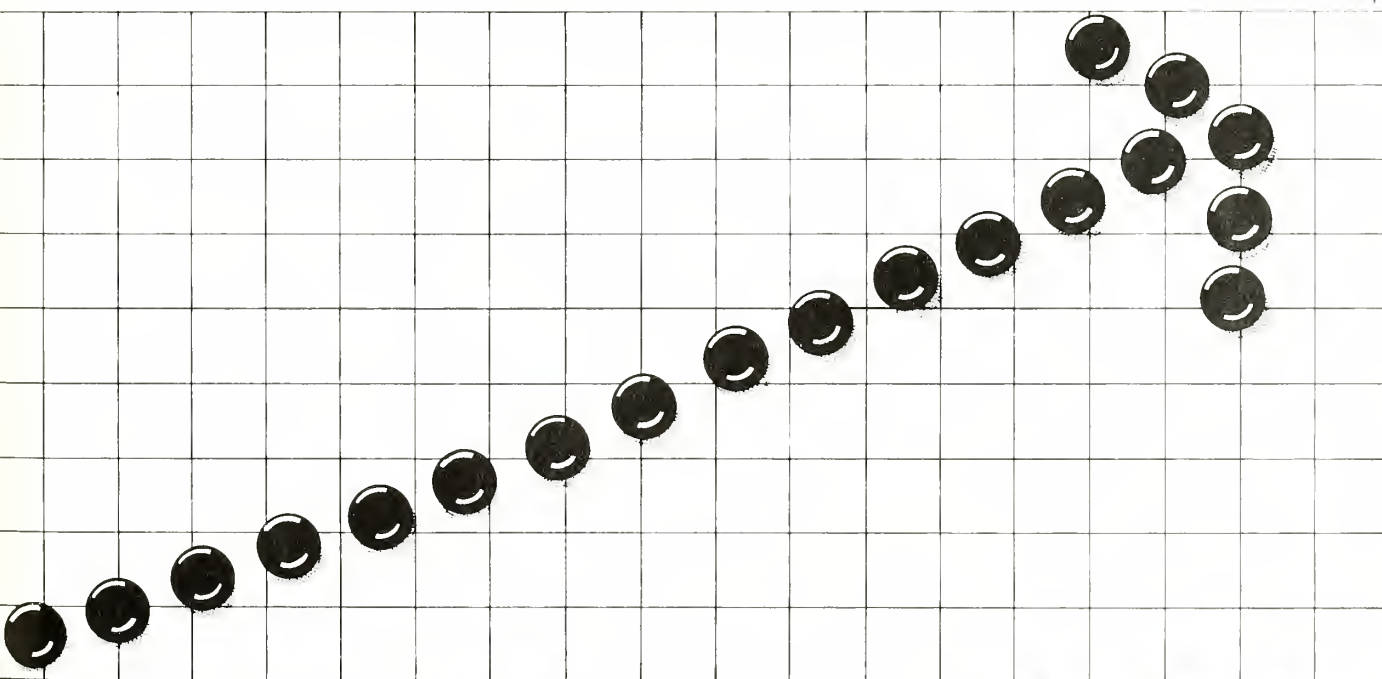
Turning to Mr Astill's doubts that

retailers can provide genuinely useful training programmes of two years — as required under recent extensions to the programme — Mr Winn says the MSC will produce model schemes where these difficulties arise.

Mr Astill also pointed out in his letter that a change in the law on Sunday trading could leave pharmacists forced by competition to open on Sunday, yet unable to close for a compensating day during the week. He also asked Mr Trippier to do what he can to see the next debate on the subject carries a free vote rather than the three-line whip imposed on Conservative backbenchers last time.

Mr Winn has no comment to make on the whip, but says "the Home Office are already aware of the concern felt among your members on this important issue."

Brinmark are moving due to continued expansion of sales of their Decubicare range of pressure pads combined with new product introductions. From September 16, their address will be Brinmark Ltd, Jackson Road, Coventry CV6 4LY.



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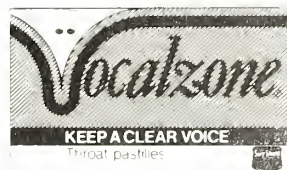
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List will cut wholesale market by 5pc, say Macarthy's

The limited list will reduce wholesalers' potential sales by five per cent, say Macarthy's, whose revamp to give profits a boost should be finalised by mid-1986.

"It has not been an easy year for the pharmaceutical wholesaler," the company says in its annual report. They note "significant turnover losses" in the wake of the list, despite a rise in trading profits.

Parallel importing is said to have reduced the *bona fide* wholesale market by some 7.5 per cent. "The Government has introduced essential controls," say Macarthy's, "but has made no effort to enforce them."

On the retailing side, Savory & Moore say poor profit figures have led to very positive action being taken to cut costs at the company's central and head offices, and with 60 per cent of business aimed at the non-NHS sector, they hope for "considerably greater profits" in the future. NHS dispensing turnover rose by only 2.4 per cent over the year compared with a rise in pharmacy cash sales of 17 per cent at John Bell & Croyden of London and 15 per cent in the rest of the group.

The company says it "does not wish to become too dependent on the often unpredictable actions of governments seeking to reduce the Health Service drug bill." The NHS contract, say Macarthy's, will probably restrict multiple retail growth, but not necessarily profitability.

The limited list is blamed for a "much reduced sales picture" in the own-brands market, and a fall in profits for Macarthy's

Laboratories' manufacturing sector. The company also notes increased competition in specialised hospital products and, despite the opening of the new factory in Romford, concludes "the current year is not going to be an easy one for our manufacturing business."

In the veterinary sector, Macarthy's have seen profits of £693,000 — an increase of £32,000 on last year, and despite expecting more competition this year they expect "excellent returns" in this area over the next few years.

The group as a whole now faces the problem of finding "substantial improvement" in its profits after a four-year plateau. Tax charges make up 46.6 per cent of Macarthy's profits for 1985, compared with 27.6 per cent in 1984, mainly because of the withdrawal of stock appreciation relief.

Plans to reorganise the group's structure include moving away from the centralised wholesale system to a depot-based distributed approach. Vacated sites will take time to dispose of, they say, so that rental costs will still have to be faced. Other moves have been the selling of Macarthy's Farm Health business and merging Dales Pharmaceuticals and Macarthy's Laboratories.

At a total cost of £1.9m after tax, this reorganisation is expected to bring considerably better results to the Group in the next few years, and Macarthy's say: "We have every reason to be optimistic about the future."

Scrap audits, say directors

Compulsory auditing for small businesses should be scrapped, and shareholders should decide for themselves if they need to prepare annual accounts or have them audited, according to a report issued by the Institute of Directors.

The Institute says British company law "was never very good at protecting creditors and private companies' creditors no longer require such protection, now that owner-directors will be personally liable for company debts."

The IoD puts the cost of complying with the Companies Act at between £1bn and £1.5bn a year — with small companies making up just less than half the total — in its response to the Department of Trade

business auditing. The best option, it says, would be to relieve small companies of any statutory duties to publish accounts: "The time is right for the UK to take the initiative to create a more relaxed regime for independent private companies."

The DTI consultation, it says is an "important first step" to a major overhaul of company law.

The competitive tendering policy in the National Health Service is now saving £19m a year, John Patten, Health Under-Secretary, announced last week. So far in England, 222 tendering exercises have achieved savings of nearly £19m, he said.

Hopkin & Williams have produced a new catalogue of the Dow Corning silicone products they distribute in the UK. It offers product index, applications index, and an index using Dow Corning product names.

OTC top spot?

Unichem claim their OTC product range has secured number one spot in the independent pharmacy own label sector with an annual turnover of £12m at retail prices.

"Overall sales grew by 10 per cent during 1984, and this growth has continued" says marketing director Bill Hart.

Areas reported to be showing dramatic growth include all-in-one nappies; medicines (120 per cent increase); manicure range (+40 per cent) and mansize tissues (+38 per cent).

ICML dispute Unichem's claim saying that Numark's annual turnover is £14m. Vantage has a 5 per cent share of the market, say Vestric.

Revlon denial

Revlon have denied claims that they are set to sell their pharmaceutical and healthcare businesses to fight off a takeover bid from a Florida supermarket chain.

Marketing Week says such a sale would make Revlon less attractive to the Pantry Pride chain. Directors have authorised management to sell an asset up to \$250m, say Revlon, but "no timetable or individual company was announced."

COMING EVENTS

Thursday, September 12

Pharmacist Action Committee. Compton Arms Hotel, Stoney Cross, Cadnam, Southampton, Hants, at 7.30pm. Aims and organisation. Details from regional controller Richard Searle (tel 0425 610594).

Advance information

S-o-T Healthfoods Ltd Enterprise Trade Show. Trentham Gardens, North Staffordshire, September 22, 11am to 6.30pm. 80 major suppliers exhibiting. Details from S-o-T Health Foods Ltd, Unit 1, Furlong Road, Tunstall, Stoke-on-Trent (tel 0782 814431).

Institute for International Research "Developments in electronic payment" Two-day conference, CFS Conference Centre, London, W1, October 8-9, 9am to 5pm. Cost £445.62 inc VAT per person. Details from IIR Ltd, 44 Conduit Street, London W1R 9FB (tel 01-434 1017).

Pharmex '85. Tyldesley Suite of the LCCC Conference Centre, Talbot Road, Old Trafford, Manchester, November 13, 14, 10.30am to 7.15pm and 10.30am to 3.30pm respectively. Show for companies who supply the raw materials, equipment and packaging required by manufacturing chemists. Details from Technology Exhibitions, 2 Woodstock Road, Croydon CR0 1JR (tel 01-760 0009).

What Telephone and Communications Show. Novotel, Hammersmith, November 17-19. Details from Judith Patten, 34 Ellerker Gardens, Richmond, Surrey TW10 6AA (tel 01-940 6211).

The British Institute of Regulatory Affairs contact phone number (C&D last week) should have read 062-882 3047.

Chemist & Druggist 7 September 1985

Publication date

Every Saturday

Headings

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Laboratories, Huntercombe Lane South, Taplow, Maidenhead, Berkshire SL6 0PH

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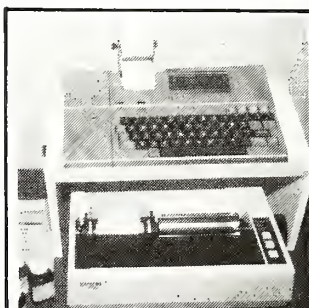
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Pharmaceutical philanthropy

A philanthropic pharmacist has raised £30,000 for charity during the past nine years.

Mr Popat Shah, MPS, whose shop is in Deansbrook Road, Edgware, organises sponsored walks and charity draws, with the help of his friends and customers. Among his triumphs have been a total of £9,000 raised for Edgware General Hospital, buying four guide dogs for £1,000 each, sending a family with a child suffering from leukemia on holiday and buying an electric car for a hydrocephalus sufferer.

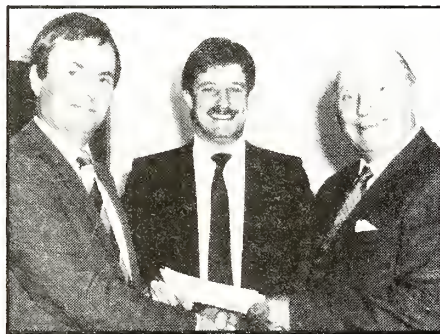
Every year Mr Shah arranges a charity event for the Mayor of Barnet's Appeal. This year members of the St John Ambulance Brigade were among those



Popat Shah with the Mayor of Barnet, his wife Sharta and their daughters Deepa, Priya and Bijal

taking part in a 10-mile walk in aid of the local Red Cross. Mr Shah presented a cheque for £1,838.85 to the Mayor, Councillor Barbara Langstone at the Town Hall, Hendon.

"I like to set aside part of my time to work for charity and I am always interested in projects which people bring to me" he says. "This is my way of life."



Bill Douglas of Unichem is retiring after 50 years in pharmaceutical distribution. Mr Douglas, counter stock buyer at the Willesden branch, has been with Unichem since 1971 managing the buying of OTC products. He started his wholesaling career at 14 as an assembler and has been in the pharmaceutical business ever since. Wishing him a happy retirement are Unichem's operations director Kelvin Hide (left), and Willesden branch manager Wyatt Bell (centre)

Hill start...

Mountaineer Chris Bonington came down to earth to open a new factory for J. Pickles & Sons. The 10,000 sq ft plant in Knaresborough is part of a £¼m investment. "It's very appropriate that Chris Bonington can open the factory," says Pickles managing director Simon Horner, "as he led the 1975 assault on the South West face of Everest using two of our products — Liptrex and Mijex".

Crystal gift

Unichem pharmacist Mr John McCusker and his wife Betty were presented with a gift of crystal glassware at a recent retirement lunch in Barrow-in-Furness.

Mr McCusker has been in the town for the past 23 years. Prior to that he had a small chain of six shops in Belfast called City Chemists. He says he has no regrets about selling up and retiring, although that might not be the right word as he is currently employed as a locum. The presentation was made by Mr Joe Harris, general manager of Unichem Preston.

Postscript...

First it was "designer" jeans, now in America the latest craze is for "designer" drugs.

We are indebted to *The Guardian* for the news that Valium is no longer a nice, round tablet, but "punched through the middle is a hole, rather like a Polo mint, but Valium's is V-shaped. And ICI's Inderal, marketed in the States by Ayerst, is now pentagon shaped with a heavily embossed 'I' across its middle.

While these new looks undoubtedly improve identification, it seems unlikely that designer tablets will come to Britain, due to the high cost in making them, the *Guardian* says.

APPOINTMENTS

Duracell UK managing moves

Senior management changes have been announced at Duracell UK.

Roy Doughty, who joined the company from Glendinning Associates International, is appointed area manager, responsible for all UK operations and for the South African subsidiary. He replaces Craig Thompson, who takes up an international corporate position at vice-president level within Duracell Inc.

J. Dale Clark, formerly director of sales, consumer and technical, takes the new position of commercial director, assuming overall responsibility for the marketing department.

David Whiting is promoted from marketing manager to director of marketing and two new sales appointments are announced: Martin McCourt in the post of national sales manager and Mark Gerken moving from national accounts manager to national accounts controller.

Modo Consumer Products Ltd: Ray Sheppard becomes production manager.

University of London: Dr Norman Bisset has been appointed Professor of Pharmacognosy. The position is at the Chelsea department of pharmacy, King's College.

Fujimex: Roy Sealey has been appointed sales manager of the consumer division. Mr Sealey was previously national accounts manager with Kodak, where he worked for 19 years.

Revlon International: John B. Karp becomes vice-president, marketing, with specific responsibilities in the UK, Australia, South Africa and Canada. Mr Karp, who was previously general manager and director of Estee Lauder Cosmetics in Britain, will be based in London.

Wellcome: The head of the Foundation's technical department, Professor Trevor Jones, MPS, has been appointed to the board of a subsidiary based at Birkhamstead, Wellcome International Trading Ltd. Professor Jones is adjunct professor of pharmaceuticals at the University of North Carolina, as well as holding a visiting professorship at Chelsea College.

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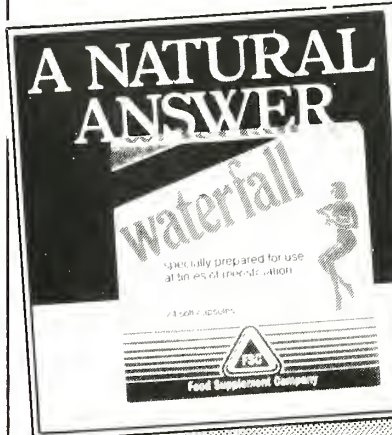
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